



H1 2017 RESULTS

FOR THE SIX-MONTH PERIOD ENDED 30 JUNE 2017

## HIGHLIGHTS

EPRA NAV/SHARE	FFO I/SHARE	EARNINGS/ SHARE
<b>€2.03</b> +4%	<b>€0.05</b> +0%	<b>€0.13</b> +69%
<div style="display: flex; justify-content: space-between;"> <div style="width: 48%;"> <p><b><u>H1 2017 HIGHLIGHTS</u></b></p> <ul style="list-style-type: none"> <li>● <b>Development profit of €51m</b> driven by projects under construction and revaluation of income generating portfolio</li> <li>● <b>Profit before tax at €68m</b> in H1 2017 (€46m in H1 2016)</li> <li>● <b>Earnings per share up to €0.13</b> in H1 2017 (€0.08 in H1 2016)</li> <li>● <b>EPRA NAV increased 6.6% to €956m</b> (€897m as of 31 December 2016)</li> <li>● <b>EPRA NAV / share increased 4.2% to €2.03</b> as of 30 June 2017 from €1.95 as of 31 December 2016</li> <li>● <b>Gross margin from rental activity</b> increased to <b>€43m</b> in H1 2017 (€42m in H1 2016)</li> <li>● <b>FFO I</b> stable at <b>€21.5m</b> (€21.9m in H1 2016) despite disposal of the malls in Bulgaria</li> <li>● <b>FFO I / share</b> at <b>€0.05</b> (€0.05 in H1 2016)</li> <li>● <b>€68.5m</b> newly issued Euro denominated bonds to refinance existing expensive PLN bonds</li> <li>● Financing and refinancing activity on project of approx. <b>€326m</b> in H1</li> </ul> </div> <div style="width: 48%;"> <p><b><u>PORTFOLIO UPDATE</u></b></p> <ul style="list-style-type: none"> <li>● <b>5 projects</b> under construction with over <b>174,000 sq. m</b> GLA with <b>72,300 sq. m</b> to be completed in <b>Q3 2017</b> (<b>Galeria Północna</b> and <b>Artico</b> office building, Warsaw)</li> <li>● <b>239,000 sq. m</b> of retail and office space is in the planning stage in <b>8 projects</b> (<b>Warsaw, Budapest, Bucharest, Sofia and Zagreb</b>)</li> <li>● Strong leasing performance with <b>61,500 sq. m</b> of office and retail space newly leased and renewed <b>extending current WALT</b></li> <li>● <b>Occupancy at 94%</b> (93% as at 31 March 2017) thanks to improvement in Galeria Jurajska and tenants expansion mainly in FortyOne complex</li> </ul> </div> </div>		

## OPERATING PERFORMANCE

1 2017	Reported	Variance %
GMRA	€43m	+1%
EBITDA	€36m	+2%
Profit for the period	€60m	+69%
FFO I	€21.5m	-2%
Total property	€1,710m	+5%
Net debt	€736m	+5%
Net LTV	43%	+0bps
EPRA NAV/share	€2.03	+4%
Earnings per share	€0.13	69%

## **GLOBE TRADE CENTRE SA**

(Incorporated and registered in Poland with KRS No. 61500)

(Share code on the WSE: GTC)

(Share code on the JSE: GTC ISIN: PLGTC0000037)

("GTC" or "the Company")

## **CORPORATE OVERVIEW**

### **NATURE OF BUSINESS**

The GTC Group is a leading real estate investor and developer focusing on Poland and three capital cities in Eastern and Southern Europe. The GTC Group is operating in Poland, Romania, Hungary, Croatia, Serbia and Bulgaria. Additionally, it holds land in Ukraine through its subsidiary. The Group was established in 1994 and has been present in the real estate market since then.

The Group's portfolio comprises: (i) completed commercial properties; (ii) commercial properties under construction; (iii) a commercial landbank intended for future development and (iv) residential projects and landbank.

Since its establishment and as at 30 June 2017 the Group: (i) has developed 1.1 million sq. m of gross commercial space and approximately 300 thousand sq. m of residential space; (ii) has sold almost 500 thousand sq. m of gross commercial space in completed commercial properties and approximately 299 thousand sq. m of residential space; and (iii) has acquired approximately 90 thousand sq. m of commercial space in completed commercial properties.

As of 30 June 2017, the Group's property portfolio comprised the following properties:

- 33 completed commercial buildings, including 31 office buildings and two retail properties with a total combined commercial space of approximately 526 thousand sq. m of GLA, of which the Group's proportional interest amounts to approximately 516 thousand sq. m of GLA;
- five commercial projects under construction, including three office projects and two retail project with total GLA of approximately 174 thousand sq. m, of which the Group's proportional interest amounts to 174 thousand sq. m of GLA;
- commercial landbank designated for future development;
- one residential project under construction; and
- residential landbank.

The Group also holds a land plot in Ukraine through its subsidiary.

As of 30 June 2017, the book value of the Group's portfolio amounts to €1,710,269 with: (i) the Group's completed commercial properties account for 70% thereof; (ii) commercial properties under construction – 21%; (iii) a commercial landbank intended for future development– 7%; (iv) residential projects and landbank account for 1%. Based on the Group's assessment approximately 97% of the portfolio is core and remaining 3% is non-core assets, including non-core landplots and residential projects.

As of 30 June 2017, the Group's completed properties in its three most significant markets, i.e. Poland, Hungary and Romania, constitute 47%, 18% and 15% of the total book value of all completed properties.

Additionally, the Group manages third party assets in Warsaw, in Katowice and in Prague.

The Company's shares are listed on the WSE and inward listed on the Johannesburg Stock Exchange. The Company's shares are included in WIG 30 and the Dow Jones STOXX Eastern Europe 300.

The Group's headquarters are located in Warsaw, at 17 Stycznia 45A.

## STRATEGY AND DIVIDEND POLICY

GTC's objective is to create value from active management of a growing commercial real estate portfolio in CEE and SEE, supplemented by selected development activities; and enhancing deal flow, mitigating risks and optimising performance through its regional platform, by investing its own funds, the proceeds from share capital increases and reinvesting potential proceeds from the sale of real properties. This leads to accretive funds from operations and provides for growing dividend potential.

Following the growth and results achieved in 2016, GTC distributed PLN 0.27 / share from 2016 profits in the form of dividend. The dividend is guided by, among others things, the availability of cash, the funds from operations growth plans, the Company's capital expenditure requirements and planned acquisitions as well as the share of external financing in the Company's overall equity. GTC believes that the further realization of its growth strategy will provide for a double-digit dividend growth in the future, starting from 2017 onward.

## COMMENTARY

The management board presents unaudited interim condensed consolidated results for the 6 months ended 30 June 2017.

### KEY OPERATING ACHIEVEMENTS IN H1 2017

**Further boost to NAV will come from 5 projects under construction with total of 174,000 sq. m GLA and 8 projects in the planning stage with a total GLA of 239,000 sq. m**

- **300 sq. m** to be completed in **Q3 2017** (**Galeria Północna** and **Artico** office building, Warsaw)
- **21,500 sq. m** to be completed in **Q1 2018** (**GTC White House**, Budapest)
- **34,400 sq. m** to be completed in **Q4 2018** (**Ada Mall**, Belgrade)
- Refurbishment of the existing buildings in **Green Heart**, Belgrade is expected to be completed in **Q1 2018** and new buildings in **2018/2019 (46,000 sq m)**
- Another **239,000 sq. m** GLA of retail and office space is in the planning stage in 8 projects (**Warsaw, Budapest, Bucharest, Sofia and Zagreb**)

### **Strong leasing performance**

- **61,500 sq. m** of office and retail space newly leased and renewed **extending current WALT**
- **Occupancy at 94%** (93% as at 31 March 2017) thanks to improvement in Galeria Jurajska and tenants expansion mainly in FortyOne complex

## KEY FINANCIAL HIGHLIGHTS IN H1 2017

### Rental and service revenues

- 🌐 **Increased to €58m** in from €55m in H1 2016

Reflects mainly completion of **University Business Park B** and **FortyOne II** in 2016 as well as **FortyOne III** in 2017 as well as acquisition of **Premium Point** and **Premium Plaza** in Bucharest, **Sterlinga Business Center** in Łódź and **Neptun Office Center** in Gdańsk. **Net profit from development revaluation and impairment**

### Net profit from development revaluation and impairment

- 🌐 **€51m** as compared to €24m in H1 2016

Reflects mainly **progress in the construction** of Galeria Północna and completion of FortyOne III as well as **revaluation gain** on Galeria Stara Zagora combined with **value appreciation of income generating assets** following an improvement in their operating results (mostly Galeria Jurajska, FortyOne III and University Business Park B).

### Financial expenses

- 🌐 **Decreased to €13m** despite an increase in average level of debt

Cost of finance at 3.1% due to decrease in average interest rate and change in hedging strategy

### Taxation

- 🌐 **Tax amounted to €8m** as compared to €11m in H1 2016

### Net profit

- 🌐 **€58m 2016** compared to €55m in H1 2016 mostly on revaluation gain

### Funds From Operations (FFO I)

- 🌐 **At €21.5m** compared to €21.9m in H1 2016 despite disposal of Galeria Stara Zagora and Galeria Burgas

### Total property value

- 🌐 **At €1,710m as of 30 June 2017** (€1,624m as of 31 December 2016) due to an investment in assets under construction, acquisition of land plots and revaluation gain

### EPRA NAV / share

- 🌐 **Up by 4% to €2.03** from €1.95 in Q1 2016

Corresponding to **EPRA NAV of €956m** compared to €897m as of 31 December 2016

### Financial liabilities

- 🌐 **At €894m as of 30 June 2017** compared to €881m as of 31 December 2016
- 🌐 **Weighted average debt maturity of 4 years** and **average cost of debt of 3.1% p.a.**
- 🌐 **LTV at 43% on 30 June 2017** (43% on 31 December 2016)
- 🌐 **Interest coverage at 3.5x on 30 June 2017** (3.5x on 31 December 2016)
- 🌐 Refinancing of existing income generating assets and construction loans **of €394** including **€68.5m** euro

denominated bonds issued in H1 2017 to refinance existing PLN bonds at much lower interest cost

### **Cash and cash equivalents**

- 🌐 **Increased to €162m as of 30 June 2017** from €150m as of 31 December 2016 due to finance activity

## BASIS OF PREPARATION

The Interim Condensed Consolidated Financial Statements for the six-months period ended 30 June 2017 have been prepared in accordance with IAS 34 Interim Financial Reporting as adopted by EU.

At the date of authorisation of these consolidated financial statements, taking into account the EU's ongoing process of IFRS endorsement and the nature of the Group's activities, there is a difference between International Financial Reporting Standards and International Financial Reporting Standards endorsed by the European Union. The Group is aware of the fact that IFRS 15 and IFRS 9, which are effective for financial years beginning on or after 1 January 2018, have been already endorsed by the European Union. The Group is currently in the process of analysis of quantitative and qualitative impact of those two standards, as well as of IFRS 16, which is not yet endorsed, on the Group's consolidated financial statements.

The Interim Condensed Consolidated Financial Statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's consolidated financial statements and the notes thereto for the year ended 31 December 2016, which were authorized for issue on 17 March 2017. The interim financial results are not necessarily indicative of the full year results.

The Group's Interim Condensed Consolidated Financial Statements are presented in Euro, which is also GTC's functional currency. For each entity, the Group determines the functional currency and items included in the financial statements of each entity are measured using the functional currency.

The financial statements of those entities prepared in their functional currencies (other than Euro) are included in the Interim Condensed Consolidated Financial Statements by translation into Euro using appropriate exchange rates outlined in IAS 21. Assets and liabilities are translated at the period end exchange rate, while income and expenses are translated at average exchange rates for the period. All resulting exchange differences are classified in equity as "Foreign currency translation" without affecting earnings for the period.

These Interim Condensed Consolidated Financial statements have been prepared on the assumption that the Group will continue as a going concern in the foreseeable future. As at the date of approval of these financial statements, no circumstances were identified which would indicate any threat to the Group' continuing as a going concern.

	30 June 2017 (unaudited)	31 December 2016 (audited)
<b>ASSETS</b>		
<b>Non-current assets</b>		
Investment property	1,563,131	1,501,770
Investment property landbank	126,752	102,905
Residential landbank	13,230	13,761
Investment in associates and joint ventures	2,091	3,803
Property, plant and equipment	6,975	6,002
Deferred tax asset	59	1,075
Other non-current assets	201	353
	<b>1,712,439</b>	<b>1,629,669</b>
<b>Current assets</b>		
Residential inventory	7,156	5,355
Accounts receivables	3,928	5,363
Accrued income	494	767
VAT receivable	21,588	17,389
Income tax receivable	500	652
Prepayments and deferred expenses	3,210	2,558
Derivatives	477	-
Escrow account	7,444	-
Short-term deposits	27,131	27,925
Cash and cash equivalents	162,306	149,812
	<b>234,234</b>	<b>209,821</b>
<b>TOTAL ASSETS</b>	<b>1,946,673</b>	<b>1,839,490</b>



Annex 1 Consolidated Statement of Financial Position as at 30 June 2017 (cont.)  
(in thousands of euro)

	30 June 2017 (unaudited)	31 December 2016 (audited)
<b>EQUITY AND LIABILITIES</b>		
<b>Equity attributable to equity holders of the Company</b>		
Share capital	10,651	10,410
Share premium	520,504	499,288
Capital reserve	(36,054)	(35,702)
Hedge reserve	(2,822)	(3,631)
Foreign currency translation	2,394	1,872
Accumulated profit	345,311	315,195
	<b>839,984</b>	<b>787,432</b>
Non-controlling interest	3,893	2,891
<b>Total Equity</b>	<b>843,877</b>	<b>790,323</b>
<b>Non-current liabilities</b>		
Long-term portion of long-term borrowing	775,632	739,031
Deposits from tenants	8,874	8,043
Long term payable	2,687	2,730
Provision for share based payment	4,613	2,046
Derivatives	1,344	2,778
Provision for deferred tax liability	104,920	98,237
	<b>898,070</b>	<b>852,865</b>
<b>Current liabilities</b>		
Investment, trade payables and provisions	42,462	36,739
Current portion of long-term borrowing	154,213	153,902
VAT and other taxes payable	1,161	1,122
Income tax payable	187	530
Derivatives	2,300	2,553
Advances received	4,403	1,456
	<b>204,726</b>	<b>196,302</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,946,673</b>	<b>1,839,490</b>

	Six-month period ended 30 June 2017 (unaudited)	Three-month period ended 30 June 2017 (unaudited)	Six-month period ended 30 June 2016 (unaudited)	Three-month period ended 30 June 2016 (unaudited)
Revenues from rental activity	57,981	28,193	55,050	27,940
Residential revenue	442	-	3,776	76
Cost of rental activity	(15,052)	(7,106)	(13,273)	(6,742)
Residential costs	(379)	-	(2,953)	(75)
<b>Gross margin from operations</b>	<b>42,992</b>	<b>21,087</b>	<b>42,600</b>	<b>21,199</b>
Selling expenses	(964)	(511)	(1,397)	(770)
Administration expenses	(7,654)	(5,012)	(4,997)	(2,303)
Profit (Loss) from revaluation	51,094	26,670	24,067	16,631
Other income	864	518	769	353
Other expenses	(1,351)	(899)	(1,588)	(767)
<b>Profit (loss) from continuing operations before tax and finance income / (expense)</b>	<b>84,981</b>	<b>41,853</b>	<b>59,454</b>	<b>34,343</b>
Foreign exchange differences gain/ (loss), net	(4,158)	(406)	3,136	2,843
Finance income	92	40	1,161	591
Finance cost	(13,013)	(6,471)	(13,887)	(7,036)
Share of profit (loss) of associates and joint ventures	184	-	(3,803)	(3,320)
<b>Profit before tax</b>	<b>68,086</b>	<b>35,016</b>	<b>46,061</b>	<b>27,421</b>
Taxation	(8,487)	(7,512)	(10,854)	(8,553)
<b>Profit (loss) for the period</b>	<b>59,599</b>	<b>27,504</b>	<b>35,207</b>	<b>18,868</b>
<b>Attributable to:</b>				
Equity holders of the Company	59,634	27,454	35,264	18,824
Non-controlling interest	(35)	50	(57)	44
Basic earnings per share (in Euro)	0.13	0.06	0.08	0.04

	Six-month period ended 30 June 2017	Six-month period ended 30 June 2016
	(unaudited)	(unaudited)
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Profit before tax	68,086	46,061
<b>Adjustments for:</b>		
Loss/(profit) from revaluation/impairment of assets	(51,094)	(24,067)
Share of loss (profit) of associates and joint ventures	(184)	3,803
Profit on disposal of assets	-	(9)
Foreign exchange differences loss/(gain), net	4,158	(3,136)
Finance income	(92)	(1,161)
Finance cost	13,013	13,887
Share based payment (income) / expenses	2,215	(118)
Depreciation and amortization	216	216
<b>Operating cash before working capital changes</b>	<b>36,318</b>	<b>35,476</b>
Increase in accounts receivables, prepayments and other current assets	(85)	(114)
Decrease in inventory and residential land bank	(1,801)	2,424
Increase/(decrease) in advances received	2,947	-
Increase in deposits from tenants	1,439	942
Increase/(decrease) in trade and other payables	(477)	(879)
<b>Cash generated from operations</b>	<b>38,341</b>	<b>37,849</b>
Tax paid in the period	(2,101)	(1,437)
<b>Net cash flows from operating activities</b>	<b>36,240</b>	<b>36,412</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Expenditure on investment property	(69,199)	(49,432)
Purchase of subsidiary	(12,500)	-
Purchase of completed assets and land	(10,525)	(76,387)
Increase in Escrow accounts for purchase of assets	(7,444)	(70,107)
Sale of investment property	1,731	2,729
Sale of subsidiaries	37,545	3,930
Purchase of minority	-	(18,121)
Sale of shares in associate	1,250	2,009
VAT on purchase/sale of investment property	(3,498)	-
Interest received	71	275
Loans granted	-	(123)
Loans repayments	812	-
<b>Net cash flows from/(used in) investing activities</b>	<b>(61,757)</b>	<b>(205,227)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from long-term borrowings	106,035	129,190
Repayment of long-term borrowings	(48,075)	(43,507)
Dividends paid	(8,061)	-
Interest paid	(12,440)	(12,386)
Loans origination cost	(1,474)	(317)
Decrease/(increase) in blocked deposits	794	1,611
<b>Net cash from/(used in) financing activities</b>	<b>36,779</b>	<b>74,591</b>
<b>Effect of foreign currency translation</b>	<b>1,232</b>	<b>(1,356)</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>12,494</b>	<b>(95,580)</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>149,812</b>	<b>169,472</b>
<b>Cash classified as part of assets held for sale</b>	<b>-</b>	<b>-</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>162,306</b>	<b>73,892</b>

<b>Management Board</b>	<b>Supervisory Board</b>
Thomas Kurzmann (Chief Executive Officer)	Alexander Hesse (Chairman)
Erez Boniel (Chief Financial Officer)	Philippe Couturier
	Jan Düdden
	Mariusz Grendowicz
	Ryszard Koper
	Marcin Murawski
	Katharina Schade
	Tomasz Styczyński

**Registered office of the Company**

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Poland

Warsaw, Poland

Date: 21 August 2017

Sponsor: Investec Bank Limited