

# STRONG PERFORMANCE PROVES VALUE CREATION FOR SHAREHOLDERS

| EPRA NAV/SHARE | FFO I/SHARE | EARNINGS/ SHARE |
|----------------|-------------|-----------------|
| €2.03          | €0.026      | €0.07           |
| +4%            | +18%        | +96%            |

#### **Q1 2017 HIGHLIGHTS**

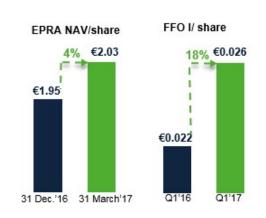
- Development profit of €24m driven by projects under construction and assets for sale
- Profit after tax at €32m (€16m in Q1 2016)
- Earnings per share up by 96% to €0.07 (€0.04 in Q1 2016)
- EPRA NAV increased to €933m (€897m as of 31 December 2016)
- EPRA NAV / share increased 4% to €2.03 as of 31 March
   2017 from €1.95 as of 31 December 2016
- Gross margin from rental activity increased by 6% to
   €22m in Q1 2017 (€21m in Q1 2016)
- 18% FFO I improvement to €12m (€10m in Q1 2016)
- FFO I / share at €0.026 (€0.022 in Q1 2016)

## **OPERATING PERFORMANCE**

| Q1 2017               | Reported | <b>V</b> % |
|-----------------------|----------|------------|
| GMRA                  | €22m     | +6%        |
| EBITDA                | €19m     | +7%        |
| Profit for the period | €32m     | +96%       |
| FFO I                 | €12m     | +18%       |
| Total property        | €1,681m  | +4%        |
| Net debt              | €729m    | +4%        |
| Net LTV               | 43%      | +0bps      |
| EPRA<br>NAV/share     | €2.03    | +4%        |
|                       |          |            |

## **PORTFOLIO UPDATE**

- Completion of FortyOne phase III (Belgrade) with 10,700 sq. m and GAV of €23m
- GAV of income generating portfolio at €1,290m (2% increase)
- 154,000 sq. m GLA under construction in 5 projects with over 72,000 sq. m to be completed in 2017
- 156,000 sq. m GLA in planning stage
- 34,000 sq. m of office and retail space newly leased and renewed
- Occupancy at 93% (94% as at 31 December 2016)
   impacted by completion of FortyOne III and preparation of space for extension by some tenants
- Strong pipeline of accretive acquisition opportunities of approx. €200m of income generating assets and development land in various stages of negotiations



"GTC delivered strong per share performance which already proves solid value creation for our shareholders. Our high quality assets with sustainable high occupancy rates generate recurring income, which combined with our development pipeline and accretive acquisition opportunities provide a solid total return. Our development pipeline includes over 154,000 sq. m GLA under construction in such great projects as Galeria Północna, White House or Ada Mall as well as over 156,000 sq. m GLA at the planning stage, which will further unlock significant embedded value"— said Thomas Kurzmann, GTC's CEO.

"The results of the first quarter reflect the momentum of the current development and investment activity. It reconfirms our Total Return proposition as well as our target to generate a double-digit dividend and NAV growth in years to come"— commented Erez Boniel, GTC's CFO.

"With the disposal of Galleria Burgas and Galleria Stara Zagora, we fully focus our portfolio on Poland and the capital cities in CEE and SEE region. We plan to reinvest the proceeds from this disposal into the growing Sofia's office market" – commented Thomas Kurzmann.

## **KEY OPERATING ACHIEVEMENTS IN Q1 2017**

Further growth of yielding portfolio despite capital recycling

- © Completion of FortyOne phase III (Belgrade) with 10,700 sq m and GAV of €23m
- Galleria Stara Zagora and Galleria Burgas sold in Q2 2017 (€62m of asset value, €3.6 m above the book value) in line with GTC'S strategy to focus on Poland and three capital cities

Further boost to NAV will come from 5 projects under construction with total of 154,000 sq. m GLA and 5 projects in the planning stage with a total GLA of 156,000 sq. m

- Developments on track with 72,000 sq. m expected to be delivered in 2017
  - Construction of Galeria Północna progressing as planned with the opening scheduled for summer 2017 (currently tenants commitments for 89% of retail space)
  - Construction of Artico according to the initial plan. Opening is scheduled for Q3 2017
- Another 156,000 sq. m GLA of retail and office space is in the planning stage in 5 projects

Strong leasing performance in Q1 2017

- 34,000 sq. m of office and retail space newly leased and renewed
- Occupancy at 93% (94% as at 31 December 2016) impacted by completion of FortyOne III and short-term reserve of space for key tenants expansion

### **KEY FINANCIAL HIGHLIGHTS IN Q1 2017**

Rental and service revenues

Increased to €30m in from €27m in Q1 2016
Reflects mainly completion of University Business Park B and FortyOne II in 2016 and 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 **€24m** as compared to €7m in Q1 2016

Reflects mainly **progress in the construction** of Galeria Północna and completion of FortyOne III as well as revaluation gain on Galleria Stara Zagora and Galleria Burgas which were sold in Q2 207

| Financial expenses               | #        | Stable at €7m despite an increase in average level of debt  |
|----------------------------------|----------|---|
|                                  |          | Cost of finance at 3.2% due to decrease in average interest rate and change in hedging strategy that allowed to benefit from a low EURIBOR environment          |
| Taxation                         | <b>#</b> | Tax amounted to €1m as comparted to €2m in Q1 2016  |
| Net profit                       | <b>#</b> | €32m 2016 compared to €16m in Q1 2016 mostly on revaluation gain  |
| Funds From Operations<br>(FFO I) | #        | Increased to €12m from €10m in Q1 2016 as a consequence of improvement in the gross margin from rental activity and a decrease in interest and hedging expenses |
| Total property value             | <b>#</b> | At €1,681m as of 31 March 2017 (€1,624m as of 31 December 2016) due to completions, investment into assets under construction and revaluation gain              |
| EPRA NAV / share                 | <b>#</b> | <b>Up by 4% to €2.03</b> from €1.95 in Q1 2016  |
|                                  |          | Corresponding to <b>EPRA NAV of €933m</b> compared to €897m as of 31 December 2016  |
| Financial liabilities            | #        | At €894m as of 31 March 2017 compared to €881m as of 31 December 2016   |
|                                  | <b>#</b> | Weighted average debt maturity of 4 years and average cost of debt of 3.2% p.a.   |
|                                  | #        | LTV at 43% on 31 March 2017 (43% on 31 December 2016)   |
|                                  | #        | Interest coverage at 3.9x on 31 March 2017 (3.5x on 31 December 2016)   |
|                                  | #        | €28.5m of Euro denominated bonds and corporate loans raised in Q1 2017  |
|                                  | #        | €11.4m investment loan for Corius refinancing   |
| Cash and cash equivalents        | <b>#</b> | Increased to €157m as of 31 March 2017 from €150m as of 31 December 2016 due to finance activity  |

## **CORPORATE HIGHLIGHTS**

## Re-appointment of CEO

On 12 May 2017, the Supervisory Board of GTC re-appointed Thomas Kurzmann as president of the Management Board for a new three-year term



## Annex 1 Consolidated Statement of Financial Position as at 31 March 2017 (in thousands of euro)

|   | 31 March 2017<br>(unaudited) | 31 December<br>2016<br>(audited) |
|---|------------------------------|----------------------------------|
| ASSETS                                      |                              |                                  |
| Non-current assets                          |                              |                                  |
| Investment property                         | 1,495,918                    | 1,501,770                        |
| Investment property landbank                | 103,261                      | 102,905                          |
| Residential landbank                        | 13,761                       | 13,761                           |
| Investment in associates and joint ventures | 2,481                        | 3,803                            |
| Property, plant and equipment               | 6,878                        | 6,002                            |
| Deferred tax asset                          | 59                           | 1,075                            |
| Other non-current assets                    | 377                          | 353                              |
|   | 1,622,735                    | 1,629,669                        |
| Assets held for sale                        | 61,970                       | -                                |
| Current assets                              |                              |                                  |
| Residential inventory                       | 5,772                        | 5,355                            |
| Accounts receivables                        | 5,491                        | 5,363                            |
| Accrued income                              | 994                          | 767                              |
| VAT receivable                              | 21,729                       | 17,389                           |
| Income tax receivable                       | 658                          | 652                              |
| Prepayments and deferred expenses           | 4,998                        | 2,558                            |
| Short-term deposits                         | 27,651                       | 27,925                           |
| Cash and cash equivalents                   | 157,260                      | 149,812                          |
|   | 224,553                      | 209,821                          |
| TOTAL ASSETS                                | 1,909,258                    | 1,839,490                        |

## Annex 1 Consolidated Statement of Financial Position as at 31 March 2017 (cont.) (in thousands of euro)

|  | 31 March 2017<br>(unaudited) | 31 December<br>2016<br>(audited) |
|--|------------------------------|----------------------------------|
| EQUITY AND LIABILITIES                               |                              |                                  |
| Equity attributable to equity holders of the Company |                              |                                  |
| Share capital  | 10,410                       | 10,410                           |
| Share premium  | 499,288                      | 499,288                          |
| Capital reserve                                      | (36,054)                     | (35,702)                         |
| Hedge reserve  | (3,566)                      | (3,631)                          |
| Foreign currency translation                         | 2,058                        | 1,872                            |
| Accumulated profit                                   | 347,375                      | 315,195                          |
|  | 819,511                      | 787,432                          |
| Non-controlling interest                             | 2,806                        | 2,891                            |
| Total Equity   | 822,317                      | 790,323                          |
| Non-current liabilities                              |                              |                                  |
| Long-term portion of long-term borrowing             | 753,304                      | 739,031                          |
| Deposits from tenants                                | 8,850                        | 8,043                            |
| Long term payable                                    | 2,731                        | 2,730                            |
| Provision for share based payment                    | 2,198                        | 2,046                            |
| Derivatives  | 2,498                        | 2,778                            |
| Provision for deferred tax liability                 | 98,044                       | 98,237                           |
|  | 867,625                      | 852,865                          |
| Current liabilities                                  |                              |                                  |
| Investment and trade payables and provisions         | 37,188                       | 36,739                           |
| Current portion of long-term borrowing               | 153,578                      | 153,902                          |
| VAT and other taxes payable                          | 1,640                        | 1,122                            |
| Income tax payable                                   | 650                          | 530                              |
| Derivatives  | 2,074                        | 2,553                            |
| Advances received                                    | 4,324                        | 1,456                            |
|  | 199,454                      | 196,302                          |
| Liabilities held for sale                            | 19,862                       | -                                |
| TOTAL EQUITY AND LIABILITIES                         | 1,909,258                    | 1,839,490                        |



## Annex 2 Consolidated Income Statement for 3-month period ended 31 March 2017 (in thousands of euro)

|   | Three-month<br>period ended<br>31 March 2017<br>(unaudited) | Three-month<br>period ended<br>31 March 2016<br>(unaudited) |
|---|---|---|
| Revenue from rental activity  | 29,788  | 27,110  |
| Residential revenue   | 442   | 3,700   |
| Cost of operations  | (7,946)   | (6,531)   |
| Residential costs   | (379)   | (2,878)   |
| Gross margin from operations  | 21,905  | 21,401  |
| Selling expenses  | (453)   | (627)   |
| Administrative expenses   | (2,642)   | (2,694)   |
| Profit from revaluation/ impairment of assets                               | 24,424  | 7,436   |
| Other income  | 346   | 416   |
| Other expenses  | (452)   | (821)   |
| Profit from continuing operations before tax and finance income / (expense) | 43,128  | 25,111  |
| Foreign exchange differences gain/(loss), net                               | (3,752)   | 293   |
| Finance income  | 52  | 570   |
| Finance cost  | (6,542)   | (6,851)   |
| Share of gain / (loss) of associates and joint ventures                     | 184   | (483)   |
| Profit before tax   | 33,070  | 18,640  |
| Taxation  | (975)   | (2,301)   |
| Profit for the period   | 32,095  | 16,339  |
| Attributable to:  |   |   |
| Equity holders of the Company   | 32,180  | 16,440  |
| Non-controlling interest  | (85)  | (101)   |
| Basic earnings per share (Euro)   | 0.07  | 0.04  |

|  | Three-month period ended 31 March 2017 | Three-month period ended 31 March 2016 |
|--|--|--|
|  | (unaudited)                            | (unaudited)                            |
| CASH FLOWS FROM OPERATING ACTIVITIES:  |  |  |
| Profit before tax  | 33,070                                 | 18,640                                 |
| Adjustments for:   | (0.1.10.1)                             | (= 400)                                |
| Loss/(profit) from revaluation/impairment of assets  | (24,424)                               | (7,436)                                |
| Share of loss (profit) of associates and joint ventures  | (184)                                  | 483                                    |
| Profit on disposal of assets   | 2.752                                  | (202)                                  |
| Foreign exchange differences loss/(gain), net  | 3,752                                  | (293)                                  |
| Finance income Finance cost  | (52)                                   | (570)                                  |
|  | 6,542<br>151                           | 6,851<br>53                            |
| Share based payment expenses  Depreciation and amortization  | 167                                    | 118                                    |
| Operating cash before working capital changes  | 19,022                                 | 17,848                                 |
| Increase in debtors and prepayments and other current assets   | (2,947)                                | (1,975)                                |
| Decrease in inventory  | (416)                                  | 2,682                                  |
| Increase/(decrease) in advances received   | 2,868                                  | (1)                                    |
| Increase in deposits from tenants  | 808                                    | 129                                    |
| Increase/(decrease) in trade and other payables  | 1,623                                  | (249)                                  |
| The read of the state of the st | 1,020                                  | (210)                                  |
| Cash generated from operations   | 20,958                                 | 18,434                                 |
| Tax paid in the period   | (985)                                  | (828)                                  |
| Net cash from operating activities   | 19,973                                 | 17,606                                 |
| -  |  |  |
| CASH FLOWS FROM INVESTING ACTIVITIES:  |  |  |
| Expenditure on investment property under construction  | (33,818)                               | (31,688)                               |
| Purchase of completed investment property  | -                                      | (32,230)                               |
| Sale of investment property  | 1,738                                  | 2,773                                  |
| Sale of shares in associates and joint ventures  | 1,250                                  | -                                      |
| Purchase of minority   | -                                      | (18,108)                               |
| VAT/tax on purchase/sale of investment property  | (3,614)                                | (10,560)                               |
| Interest received  | 31                                     | 126                                    |
| Loans repayments from associates and joint ventures  | 406                                    |  |
| Net cash from/(used in) investing activities   | (34,007)                               | (89,687)                               |
|  |  |  |
| CASH FLOWS FROM FINANCING ACTIVITIES   |  | 40.4-0                                 |
| Proceeds from long-term borrowings   | 42,728                                 | 49,479                                 |
| Repayment of long-term borrowings  | (16,978)                               | (24,442)                               |
| Interest paid  | (5,631)                                | (6,018)                                |
| Loans origination cost   | (437)                                  | (252)                                  |
| Decrease/(increase) in short term deposits   | 274                                    | 2,057                                  |
| Net cash from/(used in) financing activities   | 19,956                                 | 20,824                                 |
| Effect of foreign currency translation   | 1,526                                  | (208)                                  |
| Net increase / (decrease) in cash and cash equivalents   | 7,448                                  | (51,465)                               |
|  |  |  |
| Cash and cash equivalents at the beginning of the period   | 149,812                                | 169,472                                |
| Cash and cash equivalents at the end of the period   | 157,260                                | 118,007                                |



The **GTC Group** is a leading real estate investor and developer focusing on Poland and three capital cities in Eastern Europe. Since 1994 GTC has developed 65 high standard, modern office and retail properties with a total area of over 1.1 million sq. m through Eastern Europe.

GTC now actively manages a commercial real estate portfolio of 35 commercial buildings providing nearly 550,000 sq. m of lettable office and retail space in Poland, Budapest, Bucharest, Belgrade and Zagreb. In addition, GTC has a development pipeline of more than 300,000 sq. m retail and office properties in capital cities of Eastern Europe, thereof 154,000 sq. m under construction.

GTC S.A. is listed on the Warsaw Stock Exchange and included in the WIG30 index and inward listed on the Johannesburg Stock Exchange. The company's shares are also included in the Dow Jones STOXX Eastern Europe 300 Index.

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