

9M 2022 Financial Results

- Significant increase in Malls EBITDA: €48m¹ profit (+54% vs. 2021 and +50% like-for-like)
- Group consolidated operating result (EBITDA): €35m profit (vs. €329m profit in 2021, increased due to the first-time consolidation of the Ellinikon project)
- Consolidated net results (after financial expenses, taxes and minority interest): €55m loss (vs. €210m profit in 2021)
- Adjusted consolidated net results (after financial results, taxes and minority interest): €9m profit (vs. €239m profit in 2021)
- The total portfolio value (GAV) of the Ellinikon project amounted to €1.9bn
- The total portfolio value (GAV) of the Malls exceeded €1bn following the consolidation of the newly acquired Designer Outlet Athens

Summary Consolidated Financial Results			
(in €m)	9M 2022	9M 2021	% change
The Mall Athens	19.3	12.6	+53%
Mediterranean Cosmos	14.2	8.9	+59%
Golden Hall	133	9.6	+38%
Designer Outlet Athens	1.3	--	--
Retail EBITDA (Malls Operating Result before valuations and other adjustments)	48.1	31.2	+54%
Total Group operating result (EBITDA) before valuations and other adjustments	39.6	27.8	+43%
Revaluation gain – Malls and other properties	21.3	14.1	+51%
Revaluation gain – The Ellinikon Investment Property	10.5	306.1	--
Expenses for the development of The Ellinikon project	(36.7)	(20.0)	+84%
Gain from sale of assets	--	0.9 ²	--
Group operating result (EBITDA)	34.8	328.8	--
Consolidated Net Results (after financial expenses, taxes and minority interest)	(55.2)	209.6	--
NET ASSET VALUE (NAV)			
	30.09.2022	31.12.2021	% change
Net Asset Value (NAV)³ (€m)	1,324	1,362	-3%
Net Asset Value (NAV) per share (€ per share)	7.60⁴	7.73⁵	-2%

¹ Includes the positive contribution (€1.3m) from the newly acquired Designer Outlet Athens (fully consolidated since 06.08.2022)

² Gain from the sale of investment property (Spata land plots)

³ Net Asset Value (NAV): Equity attributable to equity holders of the Company adjusted by the deferred tax liability and asset attributable to equity holders of the Company

⁴ Adjusted number of total shares for the 2,382,693 own shares held by the Company as of 30.09.2022.

⁵ Adjusted number of total shares for the 533,292 own shares held by the Company as of 31.12.2021.



Summary Statement of Financial Position		
(in €m)	30.09.2022	31.12.2021
Cash	659.0	539.4
Restricted Cash	(206.7)	(377.0)
Unrestricted Cash	452.3	162.4
Investment Portfolio	3,048.6	2,840.1
Total Assets	4,047.1	3,670.9
Total Equity	1,141.8	1,301.2
Borrowings	1,162.4	721.4
Total Liabilities	2,905.3	2,369.7

LAMDA Development (the “Company”) 9M 2022 consolidated net results, after taxes and minority interest, amounted to €55.2m loss, vs. €209.6m profit in the respective period in 2021. Note that 9M 2021 results included €306.1m fair value gain, based on the independent valuer’s assessment of the Investment Property value held by HELLINIKON. Excluding the expenses related to the development of The Ellinikon project (€36.7m) and the financial expenses, that do not impact the cash balance, related to the accounting recognition of future obligations⁶ of The Ellinikon project (€27.6m), the **adjusted consolidated net results, after taxes and minority interest**, amounted to €9.2m profit (vs. €238.9m profit in 9M 2021).

Note that the consolidated 9M 2022 financial results include the positive impact of (a) €21.3m fair value gain, based on the independent valuer’s assessment of the Malls and other investment properties value and (b) €10.5m fair value gain, based on the independent valuer’s assessment of the Investment Property value held by HELLINIKON. Note that both the aforesaid amounts had been accounted for in the H1 2022 results.

At the **operating profitability level, the Group operating result (EBITDA) before investment property revaluations and other adjustments**, amounted to €39.6m profit, a 43% increase vs. 9M 2021. Said growth is attributed to (a) the Malls’ significant EBITDA increase as well as to (b) the consolidation for a period of c.2 months (since 06.08.2022) of the newly acquired Designer Outlet Athens (€1.3m positive contribution to EBITDA).

Malls (The Mall Athens, Golden Hall and Mediterranean Cosmos) 9M 2022 EBITDA amounted to €46.8m, a 50% increase vs. 9M 2021. Note however that 9M 2021 Malls EBITDA had been adversely impacted by (a) the suspension of the Malls’ operations for an aggregate period of c.3 months⁷ and

⁶ Refers to (a) the obligation of the Transaction Consideration for the acquisition of HELLINIKON shares and (b) the obligation to undertake Infrastructure Works of public interest (e.g. roads, utilities, underpasses and flyovers etc.), which will be delivered to the Greek State upon completion, free of charge.

⁷ Shopping Malls “The Mall Athens” and “Golden Hall” in Athens remained closed for an aggregate period of 95 days each in 9M 2021. “Mediterranean Cosmos” in Thessaloniki remained closed for an aggregate period of 71 days in 9M 2021 (in February 2021 shops in Thessaloniki operated under the restrictive measures click-away).

(b) the legal provision for rent discounts (40% effective discount⁸) to shopkeepers/tenants which applied for the entire period (January-June). In 9M 2022 Malls operated under only minimal restrictions related to the pandemic, while there was no legal provision for rent discounts. Worth highlighting that Malls' 9M 2022 EBITDA were marginally below (c.€1m) compared to the record-high levels in 2019 (€47.6m).

Group 9M 2022 Retail EBITDA, including the newly acquired Designer Outlet Athens, amounted to €48.1m (54% increase vs. 9M 2021).

With regards to the **impact to Group consolidated net results from The Ellinikon project**, we highlight the following:

- Total expenses amounted to €36.7m (vs. €20m in the respective period in 2021), as the Group has significantly accelerated its efforts regarding project execution.
- The financial expenses, that do not impact the cash balance, related to the accounting recognition of The Ellinikon project future obligations⁹, amounted to €27.6m (vs. €9.3m in the respective period in 2021 due to the first-time consolidation of HELLINIKON since 25.06.2021).

The Company's **Net Asset Value (NAV)** as of 30.09.2022 amounted to **€1.32bn** (equivalent to **€7.60 per share**), marginally lower (-3% or c.€37m) vs. 31.12.2021.

INVESTMENT PORTFOLIO		
(in €m)	30.09.2022	31.12.2021
THE ELLINIKON PROJECT		
Investment Property (Malls, Offices, Hotels, IRC)	908	873
Inventory (Residential developments)	902	886
Other (properties for own use etc)	50	34
TOTAL – THE ELLINIKON PROJECT	1,860	1,793
MALLS		
The Mall Athens	443	435
Golden Hall	264	256
Mediterranean Cosmos	186	181
Designer Outlet Athens	109	--
TOTAL – MALLS	1,002	872
OTHER (Marina, Offices, Land plots etc)	187	175
GROUP TOTAL	3,049	2,840

⁸ As per relevant legislation, shopkeepers/tenants have been exempted from paying the full (100%) rent for the entire period between January-May 2021, while the Ministry of Finance compensated LAMDA through a rebate of 60% of the rents. In June 2021, shopkeepers/tenants in the retail trade sector have received a 40% discount on rents, while shopkeepers/tenants active in the sectors of F&B/Entertainment/Cinemas have been exempted from paying the full (100%) rent, with the Ministry of Finance compensating LAMDA through a rebate of 60% of the said rent. Since July 2021 no rent discounts/reductions apply.

⁹ Refers to (a) the obligation of the Transaction Consideration for the acquisition of HELLINIKON shares and (b) the obligation to undertake Infrastructure Works of public interest (e.g. roads, utilities, underpasses and flyovers etc.), which will be delivered to the Greek State upon completion, free of charge.



The **total portfolio asset value (GAV) of The Ellinikon project** as of 30.09.2022 amounted to **€1.86bn**, increased by c.€67m vs. 31.12.2021 on account of (a) the accelerated project execution (c€57m increase) and (b) the fair value gain (c.€10m), based on the independent valuer's assessment of the investment property value.

The **total portfolio asset value (GAV) of the Malls** as of 30.09.2022 exceeded €1bn, following the consolidation of the newly acquired Designer Outlet Athens (since 06.08.2022). Excluding the Designer Outlet Athens value (€109m), the total GAV of the Malls as of 30.09.2022 increased by €21m vs. 31.12.2021, based on the independent valuer's assessment. The Company, amidst the pandemic crisis during the last 2 years, has **negotiated new or proceeded to the renewal of commercial agreements** under similar or better financial terms that were in force before the pandemic crisis, thus enhancing the Malls' value. Worth noting that no independent valuation was performed as of 30.09.2022, hence the values appearing on the table above refer to the independent valuation performed as of 30.06.2022 (the next scheduled independent valuation is as of 31.12.2022).

MALLS KEY PERFORMANCE INDICATORS (KPIs) – 9M 2022

- Note that the KPIS mentioned below do not include the newly acquired Designer Outlet Athens (consolidated since 06.08.2022)
- **Average occupancy** at the Malls (The Mall Athens, Golden Hall and Mediterranean Cosmos) remained unchanged vs. the pre-pandemic levels to approximately 99%.
- Given the aforesaid suspension of the Malls' operations in 9M 2021 for an aggregate period of c3 months, the comparison of the key performance indicators between the periods beyond being practically difficult, becomes also practically meaningless. Therefore, the comparison of the key performance indicators cannot lead to safe conclusions.
- **Total tenants' sales** registered a marginal 2% decline vs. 2019, in the context of the adverse macroeconomic conditions, especially in the retail trade sector, stemming from the energy crisis and the mounting inflationary pressures.
- **Total number of visitors (footfall)** declined 29% vs. 2019, reflecting the negative impact of the pandemic crisis.
- **Average spending per visitor** increased 39% vs. 2019, confirming the upward trend registered from June 2021 onwards, following the gradual relaxation of the restrictive measures related to the pandemic. Given the aforesaid decline in footfall, the said increase is largely attributed to the fact that the main reason for visiting our Malls is to purchase goods.

MALLS KEY PERFORMANCE INDICATORS (KPIs) – Q3 2022

- **Total tenants' sales** increased 6% vs. 2019, growing at an accelerated pace vs. Q2 2022 (+3%)
- **Total number of visitors (footfall)** declined 24% vs. 2019. Note however that footfall in Golden Hall increased 12% vs. 2019 (Q2 2022: +9%) largely also reflecting the positive contribution of the development of the western part of the building, which gradually commenced its operations from December 2019.



- **Average spending per visitor** increased 39% vs. 2019 (Q2 2022: +43%, Q1 2022: +31%). Given the aforesaid decline in footfall, the said increase is largely attributed to the fact that the main reason for visiting our Malls is to purchase goods/services.

<p style="text-align: center;"><u>SIGNIFICANT DEVELOPMENTS</u> <i>(until the publication of the Financial Results)</i></p>

INVESTMENTS IN GREEN ENERGY

In October 2022 the Company proceeded to its first investment in Green Energy, which is financed by the proceeds of the €230m Green Common Bond Loan issued on 12.07.2022. LAMDA ENERGY INVESTMENTS, 100% subsidiary, signed a share transfer agreement regarding the purchase of 20% of the share capital of R Energy 1 Holding for a cash consideration of €5m. Moreover, LAMDA ENERGY INVESTMENTS fully covered a €10m, 3-year, the Convertible Bond Loan issued by R Energy 1 Holding. Upon conversion of the aforesaid Convertible Bond Loan, LAMDA ENERGY INVESTMENTS will have the right to acquire 50.1% of the share capital of R Energy 1 Holding. The completion of the transaction is expected within 2022. R Energy 1 Holding currently holds a renewable energy portfolio with total installed capacity of 43.5MW, which, based on the company's investment plan, is expected to increase to c.100MW by end-2024.

THE ELLINIKON PROJECT

Infrastructure Works and early construction works

The Company has significantly accelerated its project execution efforts. Among others we highlight the following:

- construction works related to the Posidonos Avenue underpass
- excavations in the Trachones stream
- concreting of central rainwater collectors
- construction of new high voltage supply lines
- construction works for the main road network
- preparatory works for the construction of the Flyover
- earthworks for the installation of the high-voltage network
- completion of concreting of the foundation, basement, and part of the ground floor as well as the progress in construction works on the ground and first floor of the four buildings that will house people with special needs/disabilities (AMEA building)
- soil and groundwater remediation and decontamination works.

Building permits, pre-approvals and certifications of sustainable buildings

- **Riviera Tower:** in September 2022 the establishment of horizontal ownerships was completed, while in August 2022 the building permit was issued. Moreover, the Riviera Tower is the first and only residential building in Greece to have received a “Gold” precertification, according to the internationally recognized sustainable building classification system LEED (Leadership in Energy & Environmental Design).



- **Condos (The Cove Residences):** the Central Archaeological Council and the Central Council of Architecture granted their positive opinion in October-November 2022. The project studies for the first two building blocks were submitted for preapproval in November 2022.
- **Riviera Galleria:** in October 2022 the application for a “Gold” precertification, according to the internationally recognized sustainable building classification system LEED, was submitted. In October 2022 the Central Council of Architecture granted its positive opinion for the designation of the Riviera Galleria as “Special Architectural Design Building” (one of the important requirements in the permitting process).
- **Sports Complex in the Metropolitan Park:** the project study pre-approval is expected by end-November 2022. In July 2022 the Environmental Terms Approval (AEPO) was issued, a key requirement for the issuance of the building permit for this project.

Commercial developments – Expression of interest for commercial leases

- **Vouliagmenis Mall:** regarding the retail development within the Commercial Hub in Vouliagmenis Avenue, expressions of interest have been already submitted by tenants corresponding to 92% of the Gross Leasable Area (GLA), while Heads of Terms (HoT) have been already signed for c.25% of GLA. Within 2023 HoT are expected to be signed for 65% of GLA.
- **Riviera Galleria:** regarding the retail development in the area of Marina Ag. Kosmas on the Coastal Front, expressions of interest have been already submitted by tenants corresponding to 71% of GLA, while HoT have been already signed for c3% of GLA.

Residential developments – Customer Deposits for the future purchase of properties

- **Land plots for Villas (The Cove Villas):** in relation to reservations for the future purchase of the 28 available plots, customer deposits have been already submitted for 90% of the available plots. The estimated total revenues from the land plots sales, in Phase 1, amount to c.€190m, after completion of the said sales. The construction costs are undertaken by the buyers, while the designs and the supervision of the construction are assumed by HELLINIKON.
- **Riviera Tower:** in relation to reservations for the future purchase of the 169 apartments on the residential tower on the Coastal Front, customer deposits have been already submitted, which correspond to c.95% of the net saleable area (NSA). The estimated total revenues for all apartments, in Phase 1, amount to c.€620m, after completion of the said sales.
- **Condos (The Cove Residences):** in relation to reservations for the future purchase of apartments in the complexes of luxury homes/apartments (condos) on the Coastal Front, customer deposits have been already submitted, which correspond to c.85% of the net saleable area (NSA). The estimated total revenues for all condos, in Phase 1, amount to c.€270m, after completion of the said sales.

Impact from inflationary pressures and the energy crisis

In the context of the inflationary pressures observed both globally and in Greece, the Group rental income is mostly inflation adjusted, linked to an adjustment clause in connection to changes in the consumer price index (CPI). The said clause is translated into a 1.5-2 percentage points margin over



the officially announced CPI. As per the official statistics by ELSTAT, in December 2021 the CPI registered a 5.1% annual increase vs. December 2020 (according to the latest official statistics, in October 2022 the inflation registered an annual increase of 9.1% vs. October 2021).

Increasing energy costs, a trend observed in the international markets due to the energy crisis, adversely impacted Malls' operating expenses in 9M 2022. The Malls' (The Mall Athens, Golden Hall and Mediterranean Cosmos) 9M 2022 total energy cost increased by c.€1.9m vs. the respective period in 2021, including (a) the higher energy prices for the period May-September 2022 based on the new 6-month variable pricing contract (note that the Group had signed a fixed/"locked" energy price contract until the end-April 2022) and (b) higher energy consumption, due to the longer operating period in 2022 (in 2021 Malls remained closed, according to legislation, for a total period of c.3 months). Most of the said energy expenses relate to the Malls' common areas, hence are undertaken by the shopkeepers/tenants. Moreover, in Q4 2022 the Group proceeded to a new open tender for energy supply, so as to sign a new 6-month, variable pricing contract (until end-April 2023). Based on existing tariffs as well as the projections for Q4 2022, the Malls' (including the newly acquired Designer Outlet Athens) annual energy cost is expected to reach c.€6m. Most of the said energy expenses relate to the Malls' common areas, hence are undertaken by the shopkeepers/tenants. The Group constantly monitors the developments in the energy market, in order to take advantage of any window of opportunity to lock lower energy prices. Finally, the Group will intensify its efforts to implement its "green" energy investments in eligible properties, aimed at reducing future energy costs, by limiting dependence on traditional energy sources.

Note that the Group has not agreed/contracted final selling prices for the larger part of the projects and developments included in The Ellinikon project. This enables the Group to pass on to its counterparties all or part of the increase in raw material prices and energy costs, observed in the market, while maintaining selling prices at competitive levels based on the broader market conditions. Worth noting that, in accordance with international practices related to the preparation of future estimates/budgets for projects of similar size and complexity, the Group has included contingencies in the cost estimates for all projects and developments included in The Ellinikon project.

9M 2022 financial results will be posted on the Company's website www.lamdadev.com as well as on the Athens Exchange (ATHEX) (www.athexgroup.gr).