# SKALA HOLDING OÜ
# BOND ISSUE

# INVESTOR PRESENTATION


SKALA CAPITAL

AUGUST 2026

# Presenter

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Kangru 17, near Tallinn

# Group overview

Baltic real estate holding company with a diversified portfolio across Estonia and Latvia

| | |
|---|---|
| 13 | Properties |
| 200+ | Number of tenants |
| €8.0m | FY2025 rental income |
| €111.2m | Property value[1] |
| 69,356 $m^2$ | Total leasable area |

*Data as of 01.03.2026*

*[1] Fair value of the properties was determined by certified valuator Newsec Valuations*

SKALA CAPITAL

# About Skala Holding

**Group overview**

- Baltic real estate investment holding company, headquartered in Estonia
- Investment property portfolio diversified across various segments with total value exceeding €111m
- Seasoned management team with more than 20 years of experience in commercial real estate management and finance

**Well diversified commercial real estate portfolio**

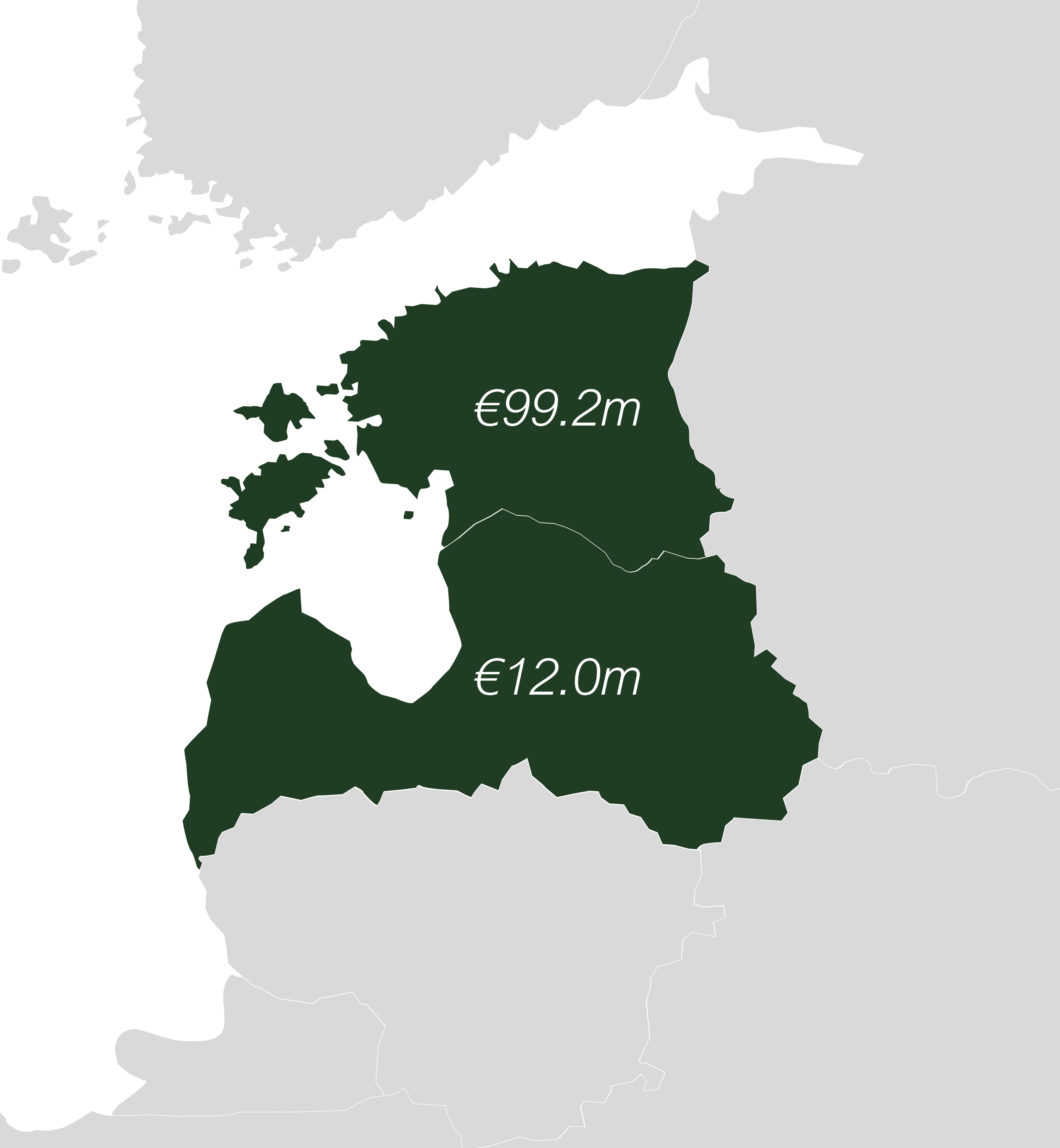
- 13 properties in Retail, Office, Industrial, and Stock office segments
- Direct real estate investments made through SPVs of the respective country of location
- Portfolio is concentrated on Estonian market, where the key management team is located

**Strong financial position**

- Skala Holding has been profitable in each year since starting its operations
- €11.3m NOI in FY2025
- Adjusted Equity Ratio as of 32% as of 31 December 2025

**New bond issue**

- The Group expects to launch a private bond issue in August 2026
- It will aim to raise up to EUR 18m with a possibility to register larger bond to tap the bond in later stages
- The proceeds will be primarily directed towards refinancing existing obligations and for general corporate purposes



# Key investment highlights

## Diversified portfolio

**Balanced mix** of retail, stock office and industrial properties

**Low tenant risk** as Skala aims to avoid concentration of large tenants for risk diversification purposes

## Strong cash generation

**High yield** properties with long lease terms

**Diversified** portfolio of strong international tenants

**High occupancy** rate

## Improving Balance sheet

The Group has **increased equity** level in recent years

Overall leverage has been **gradually declining**

Since inception, each of the Group's annual reports had **clean audit verdicts**

## Experienced management team

**In-depth knowledge** and more than 20 years of **experience** in real estate management in the Baltics

CEO is also holding a **MRICS certification**, which recognizes his solid competence on international level


Juglas 95, Riga

# Our business strategy

## Investment strategy

- Cash flow generating commercial real estate only
- Focusing on properties that present a lower risk of costly age-related defects and maintenance issues
- Trying to avoid large-scale development activities that require separate competences and additional team
- Only such properties for acquisition selected that would be good investment targets for the next owner in the future
- Trying to avoid concentration of large tenants for risk diversification purposes, unless a property is highly standardized
- No need for geographical diversification, keeping business very close to the management team in Estonia, as market competence in other Baltic countries is very different from the home market, while risk level is not that different
- Focus is mostly on small and medium sized premises, where the number of potential new tenants is higher

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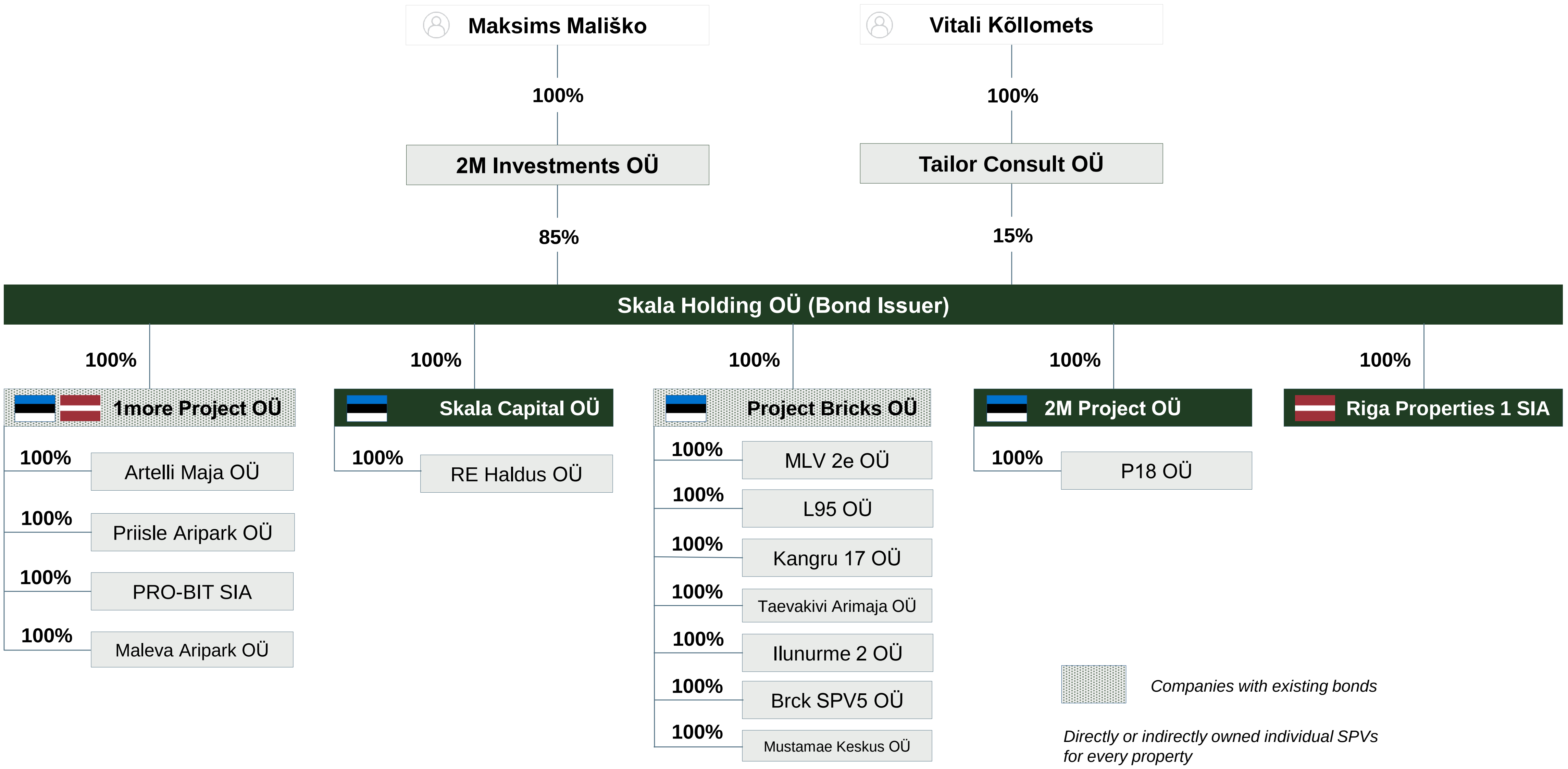
Artelli 19 stock office, Tallinn

# Group structure

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# Management team

**Vitali Kõllomets, MRICS**

*Chief Executive Officer,*
*Member of the Board*

- 20 year of experience in commercial real estate management, focusing mainly on financial side
- Co-founder of the Group and is leading its operations since start
- Previously developed distressed real estate restructuring and management strategy for a major bank in Estonia during Lehman crisis

**Maksims Mališko**

*Member of the Board*

- Over 15 years of work experience in European banks
- Member of council of several European financial institutions
- Serial entrepreneur with proven track record of launching various businesses in various countries
- Launched and supervised distressed asset management company within one of the largest banks in Latvia
- Member of the investment committee in the investment entity of one of the largest banks in Latvia

**Hardi Mäe**

*Chief Operating Officer*

- Over 20 years of experience in commercial real estate management, focusing mainly on technical and tenant relations side
- Has been managing several large-scale real estate portfolios, managed facility management teams in well known firms

**Merli Oago**

*Chief Financial Officer*

- 15 years of experience in finance, an accredited auditor
- For many years worked in a Big 4 company as an auditor, was responsible for the audit of many of the largest companies in Estonia

Priisle Business Park, Tallinn

# List of properties

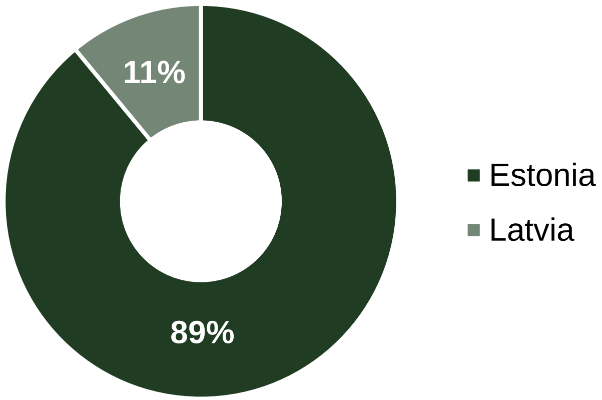
| Property | Country | Portfolio Value[1] (01.03.2026), €m | NLA, thousand m² | Type |
|---|---|---|---|---|
| Mustamäe Keskus, Tallinn | Estonia | 33.6 | 14.3 | Retail |
| Priisle Business Park, Tallinn | Estonia | 16.4 | 11.0 | Stock office |
| Juglas 95, Riga | Latvia | 10.4 | 3.1 | Retail |
| Maleva Äripark, Tallinn | Estonia | 8.8 | 8.3 | Industrial |
| Taevakivi stock office, Tallinn | Estonia | 7.6 | 5.6 | Stock office |
| Linnamäe Keskus, Tallinn | Estonia | 7.4 | 4.6 | Retail |
| Ilunurme 2, near Tallinn | Estonia | 5.9 | 5.4 | Industrial |
| Priisle 18, Tallinn | Estonia | 5.7 | 3.6 | Stock office |
| Kangru 17, near Tallinn | Estonia | 5.5 | 4.6 | Industrial |
| Artelli 19 stock office, Tallinn | Estonia | 5.5 | 2.8 | Stock office |
| Maleva Business Park, Tallinn | Estonia | 1.7 | 3.2 | Industrial |
| Mazā nometņu iela 31, Riga | Latvia | 1.6 | 1.5 | Office |
| Marati 3 garages, Tallinn | Estonia | 1.1 | 1.1 | Industrial |
| **Total** | | **111.2** | **69.4** | |

Ilunurme 2 production facility, near Tallinn

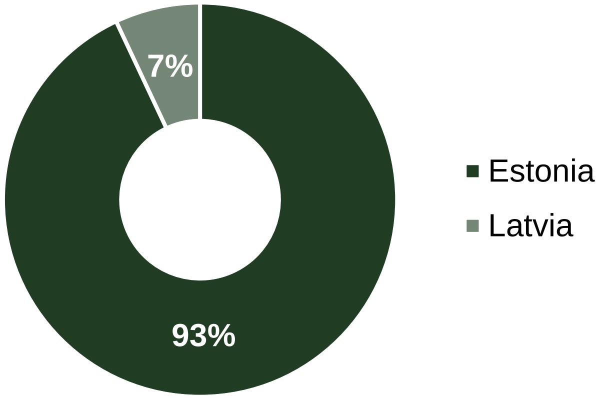

[1] *Fair value of the properties was determined by certified valuator Newsec Valuations*

# Well-diversified property portfolio

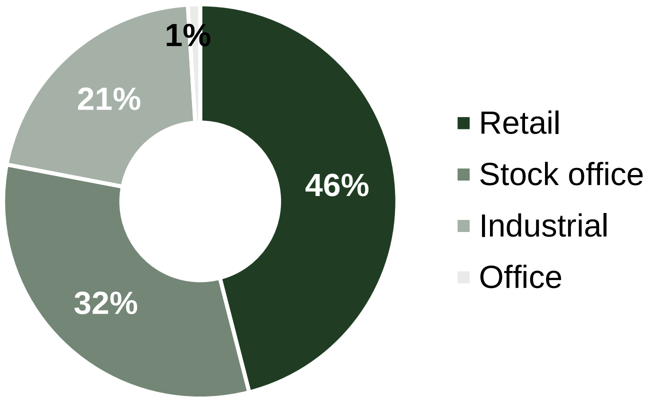
Property value by country (01.03.2026)



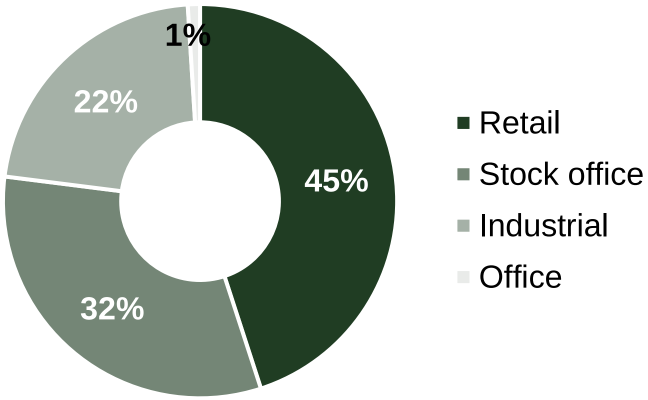

NLA by country (01.03.2026)




Property value by sector (01.03.2026)




Rent revenue (FY2025) by sector



# Property portfolio


## MUSTAMÄE KESKUS

**Sector** Retail

**Location** Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 33.6

**NLA, (m2)** 14 318

- Built in 2016, located in one of largest residential districts in Tallinn, on a major crossroad
- Hosts the most popular cinema in whole Estonia
- All anchor tenants recently prolonged leases for 10(+) years at higher rents
- Neighbors currently developing a 24-floor residential building and a medical center

**Key tenant(s)**

Rimi

APOLLO

myfitness

## PRIISLE BUSINESS PARK + PRIISLE 18

**Sector** Stock office

**Location** Tallinn, Estonia

**Acquisition year** 2020-2021

**Portfolio value, €m** 22.1

**NLA, (m2)** 14 642

- Location on the largest residential district in Tallinn – better than competing projects outside the city
- Good diversification of tenants – the largest tenant occupies only 7.6% of the total NLA
- Tenants are mostly small, local B2B companies or consumer-oriented services

**Key tenant(s)**

ASSA ABLOY

24 7 Fitness


## JUGLAS 95

**Sector** Retail

**Location** Riga, Latvia

**Acquisition year** 2025

**Portfolio value, €m** 10.4

**NLA, (m2)** 3 141

- Modern retail complex completed in 2023, located on Juglas Street in Riga in a high-traffic retail corridor adjacent to major regional anchors
- Fully leased to international food and service operators under long-term agreements

**Key tenant(s)**

KFC

# Property portfolio

## MALEVA ÄRIPARK

**Sector** Industrial

**Location** Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 8.8

**NLA, (m2)** 8 339

- Reconstructed in 2019
- Complex of small industrial tenants located in the very middle of a large residential district
- Little competition of comparable premises in the area

**Key tenant(s)**

Sanomar Kinnisvarahooldus, Radiustech Production

## TAEVAKIVI STOCK OFFICE

**Sector** Stock office

**Location** Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 7.6

**NLA, (m2)** 5 643

- Built in 2021
- Complex of several mid-sized stock office premises in the largest residential district of Tallinn
- Location to benefit from a large DYI store of 30,000 m$^2$ currently being constructed across the road

**Key tenant(s)**

PharmaMint

Miss Mary

kaardiekspert


## LINNAMÄE KESKUS

**Sector** Retail

**Location** Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 7.4

**NLA, (m2)** 4 560

- Built in 2021
- Small shopping center in the largest residential district in TallinnOne of the most active business areas in Lasnamäe District
- It is currently being planned to change and optimize the concept of the center

**Key tenant(s)**

Casino Olympic

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*Data as of 01.03.2026*

# Property portfolio


## ILUNURME 2 PRODUCTION FACILITY

**Sector** Industrial

**Location** Near Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 5.9

**NLA, (m2)** 5 385

- Constructed in 2021
- Strong tenant producing various container solutions, currently benefitting from increase in defense orders

**Key tenant(s)**

NORDIC SHELTER

## KANGRU 17

**Sector** Industrial

**Location** Near Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 5.5

**NLA, (m2)** 4 584

- Built in 2021
- Medium-sized facility for wooden furniture production with few separate stock office premises
- Large-scale business park is currently being planned on the next land plot which will increase attractiveness of the area

**Key tenant(s)**

Frasten Northcraft (part of OCCO )


## ARTELLI 19 STOCK OFFICE

**Sector** Stock office

**Location** Tallinn, Estonia

**Acquisition year** 2020

**Portfolio value, €m** 5.5

**NLA, (m2)** 2 745

- Several mid-sized stock office premises located in an established light industrial area
- Tenants mainly focused on B2B segment (same as whole area)

**Key tenant(s)**

Superhands,
Van Der Knox

# Property portfolio

## MALEVA BUSINESS PARK

**Sector** Industrial

**Location** Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 1.7

**NLA, (m2)** 3 168

- Currently used as a production facility for sanitary ware for B2B clients
- Located on the next land plot from Skala’s Maleva Äripark property
- It is planned to renovate the property, make smaller lease units and unite it with Maleva Äripark

**Key tenant(s)**

Eumar Santehnika

## MAZĀ NOMETŅU IELA 31

**Sector** Office

**Location** Riga, Latvia

**Acquisition year** 2020

**Portfolio value, €m** 1.7

**NLA, (m2)** 1 504

- Mixed-use office and retail property in Āgenskalns, Riga — a district popular among young professionals and the creative class, within walking distance of the Āgenskalns Market food hall
- Multi-tenanted, with high occupancy and recently refurbished premises

**Key tenant(s)**

Small businesses

## MARATI 3 GARAGES

**Sector** Industrial

**Location** Tallinn, Estonia

**Acquisition year** 2021

**Portfolio value, €m** 1.1

**NLA, (m2)** 1 123

- Located in residential district, next to a newly emerged area with cafes and restaurants
- Premises are mostly used as storage rooms for small businesses or private individuals
- Large residential development is planned nearby which will increase attractiveness of the location

**Key tenant(s)**

Small businesses

# Tenant analysis (1/2)

200+

Tenants

Diversified and stable tenant base with 200+ tenants. Anchor tenants are established regional names representing various sectors

97%

Occupancy rate

High and stable occupancy rate of above 97% in the last years

4.8 years

WAULT

Weighted average unexpired lease term (WAULT) of 4.8 years ensures relatively stable and predictable cash flows

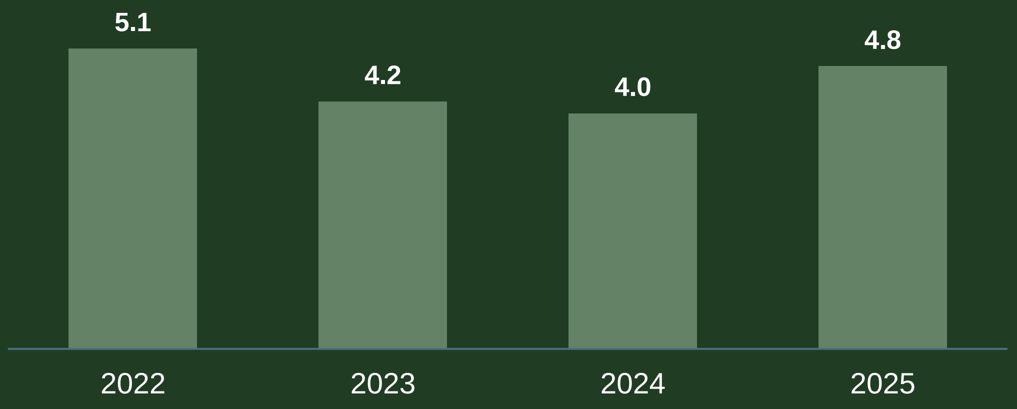
31%

Anchor tenant share

Anchor tenants make up ca. 31% of total rental revenue, as Skala aims to avoid concentration of large tenants for risk diversification purposes

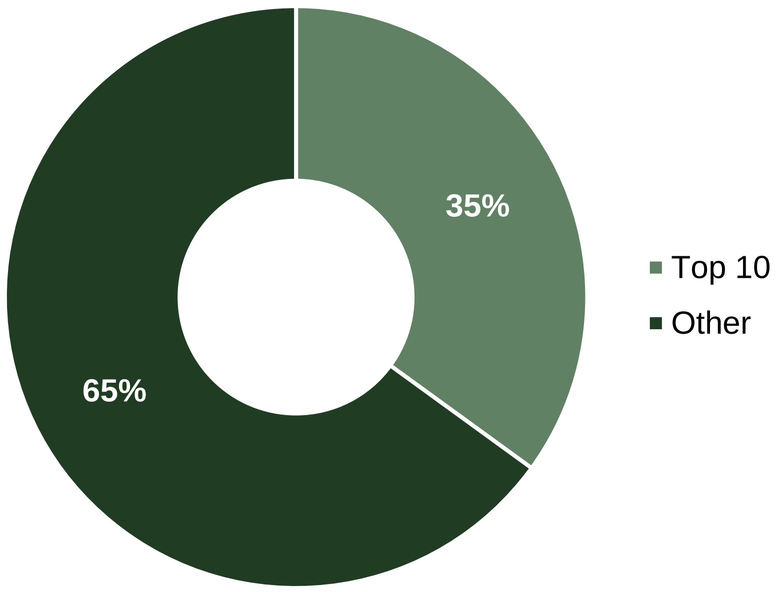
Occupancy rate

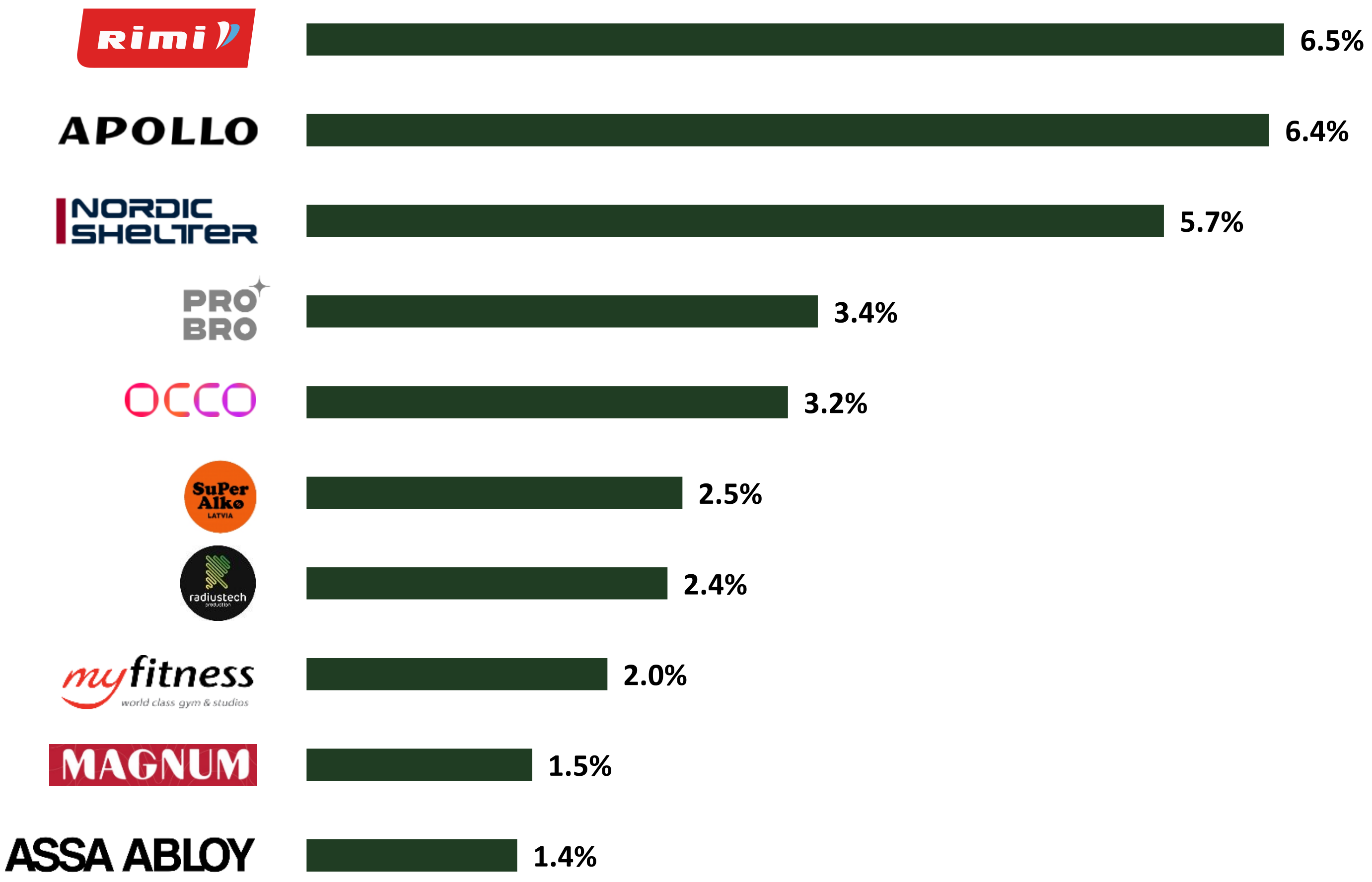

Weighted average unexpired lease term, years



# Tenant analysis (2/2)

**Top 10 tenants by rent, %**

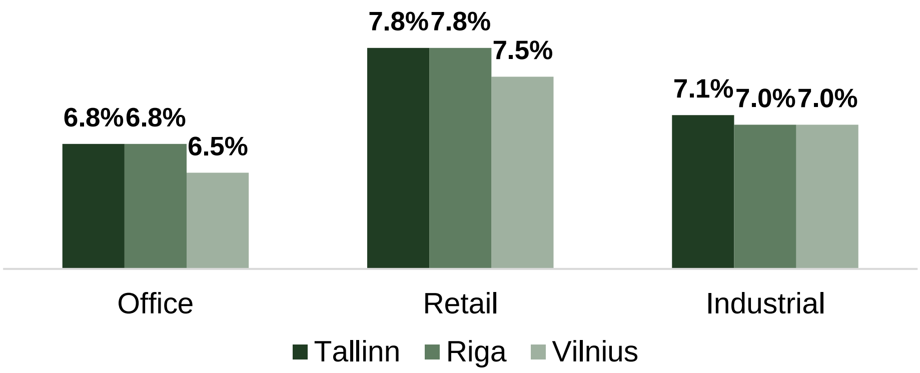


Mustamäe Keskus, Tallinn

# Baltic commercial property market

## Prime yields (2025)



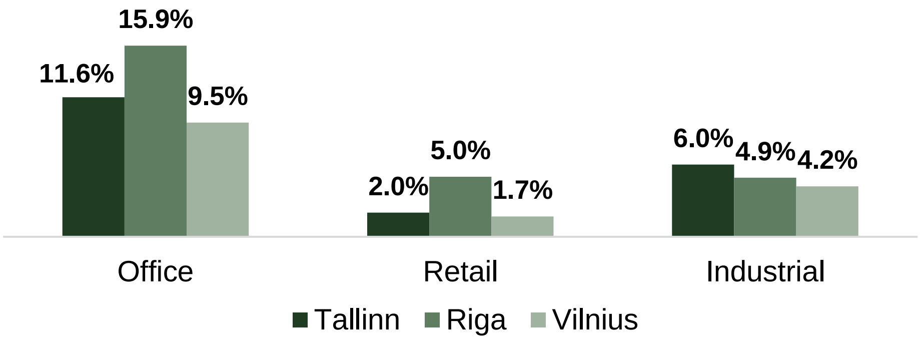

Market sentiment is expected to gradually improve, supported by stabilizing economic indicators, lower inflation, and more favorable financing conditions. This could trigger both a cautious return of new supply and stronger tenant demand

Investment volume in both Latvia and Estonia is expected to remain near the long-term average of EUR 300 million, driven by local capital, strategic acquisitions, and end-user activity

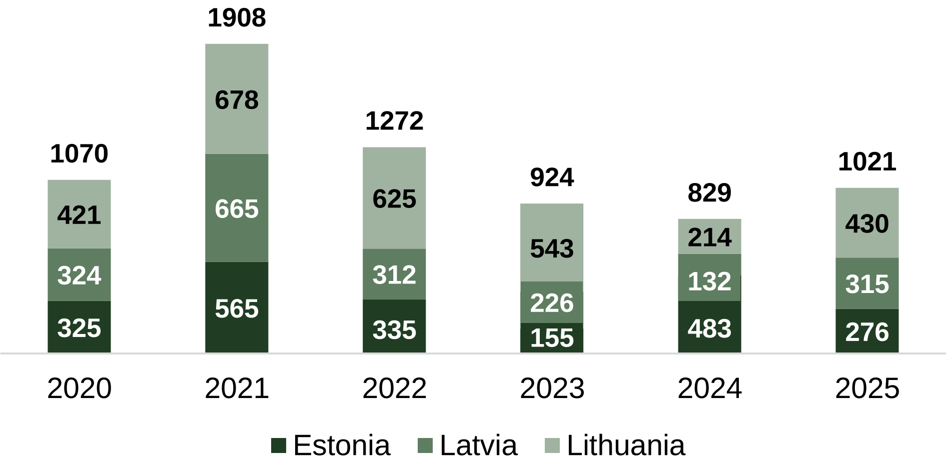
Notably, Lithuania has become the leader in transaction volume, surpassing €400m in 2025

While challenges remain, the outlook for 2026 is cautiously optimistic, with strengthening fundamentals and opportunities emerging for well-positioned, future-ready assets

## Vacancy rate (2025)




## Baltic real estate transaction volume, € m



# Selected competitors

| | SKALA CAPITAL | Rotermann | SUMMUS CAPITAL | MAINOR ÜLEMISTE | AKROPOLIS |
|---|---|---|---|---|---|
| **Portfolio value, EURm** | **111.2** | **184.7** | **571.4** | **457.0** | **1,424.2** |
| Leasable area, th. m$^2$ | 69.4 | 47.5 | 271.2 | 199.0 | 486.5 |
| Portfolio split by segments[1] | Office **1%**<br>Industrial **21%**<br>Stock office **32%**<br>Retail **46%** | Office **69%**<br>Retail **31%** | Industrial **5%**<br>Office **38%**<br>Retail **57%** | Other **15%**<br>Office **85%** | Other **3%**<br>Office **8%**<br>Retail **89%** |
| Portfolio split by geography[1] | 11%<br>89% | 100% | 23%<br>30%<br>9%<br>38% | 100% | 36%<br>56%<br>8% |
| Number of properties | 13 | 11 | 14 | n/a | 61 |
| Occupancy rate | 97.4% | 97.8% | 97.9% | 93.0% | 99.1% |
| WAULT | 4.8 years | 4.1 years | 4.4 years | n/a | 4.1 years |
| Equity ratio[2] | 31.7% | 40.0% | 34.1% | 51.9% | 46.6% |
| ISCR | 1.2x | 1.8x | 2.4x | 2.5x | 4.0x |
| Net debt / EBITDA | 10.5x | 18.3x | 8.3x | 8.4x | 5.4x |
| Current bond yields, bid (as of 31.07.2026) | 9.0% | 7.0% | 7.4% | 6.6% | 5.0% |

**Skala has grown into a significant player on the Baltic commercial real estate market with further plans to strengthen its position**

*[1]As % of last available portfolio value or Net Leasable Area*
*[2](Equity + Subordinated Debt) / Total Assets*
*Source: Annual reports, fund fact sheets, bond offering presentations, and other publicly available information as of 2025 year end*

Priisle business park, Tallinn

# Medium term strategy

Increasing rent rates

Utility cost optimization

Strong operational management of portfolio

Changing legacy leases to ones with more optimal cost structure

CapEx investments to maximize value of properties

**SUSTAINABLE GROWTH**

Maleva Business Park

## Financial highlights

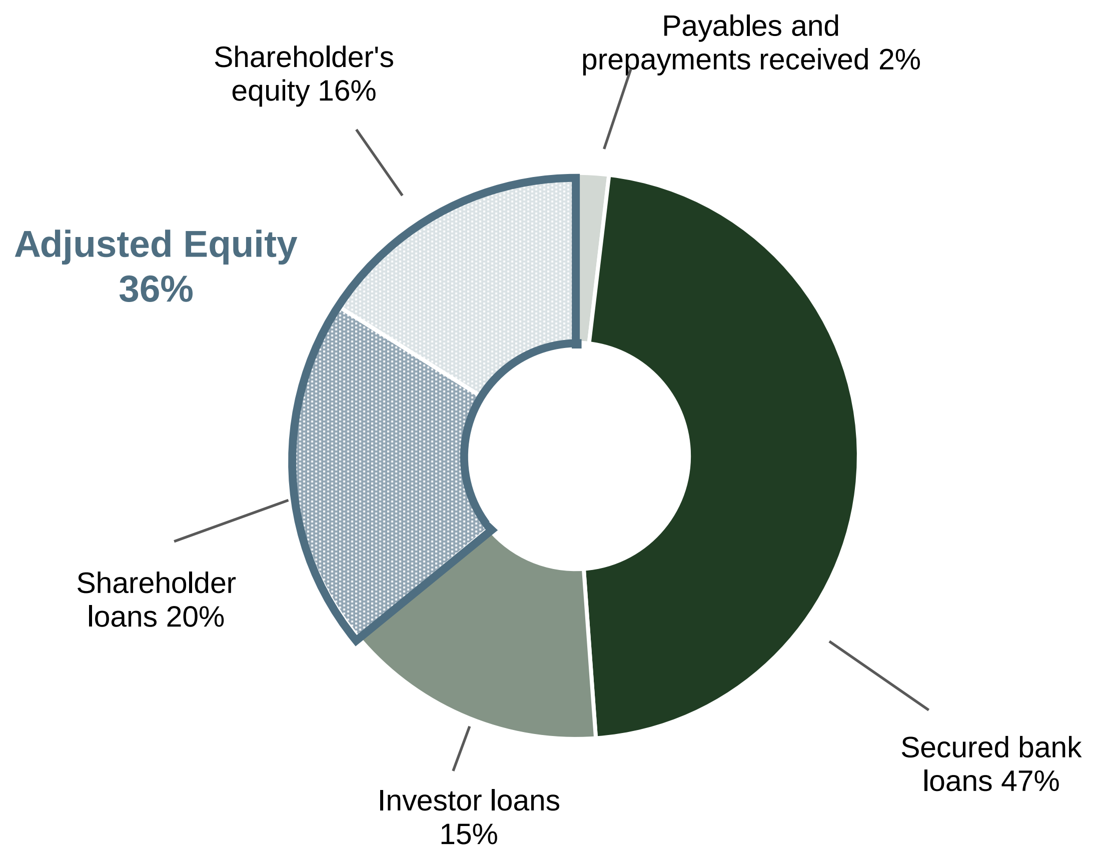
| | |
|---|---|
| €10.9m | Sales revenue |
| €11.3m | NOI |
| €111.2m | Property value[1] |
| 31.7% | Adjusted Equity Ratio |
| 1.2x | Interest Coverage Ratio |

*Source: Group's Special Purpose Consolidated Financial Statements as at and for the year ended 31 December 2025*

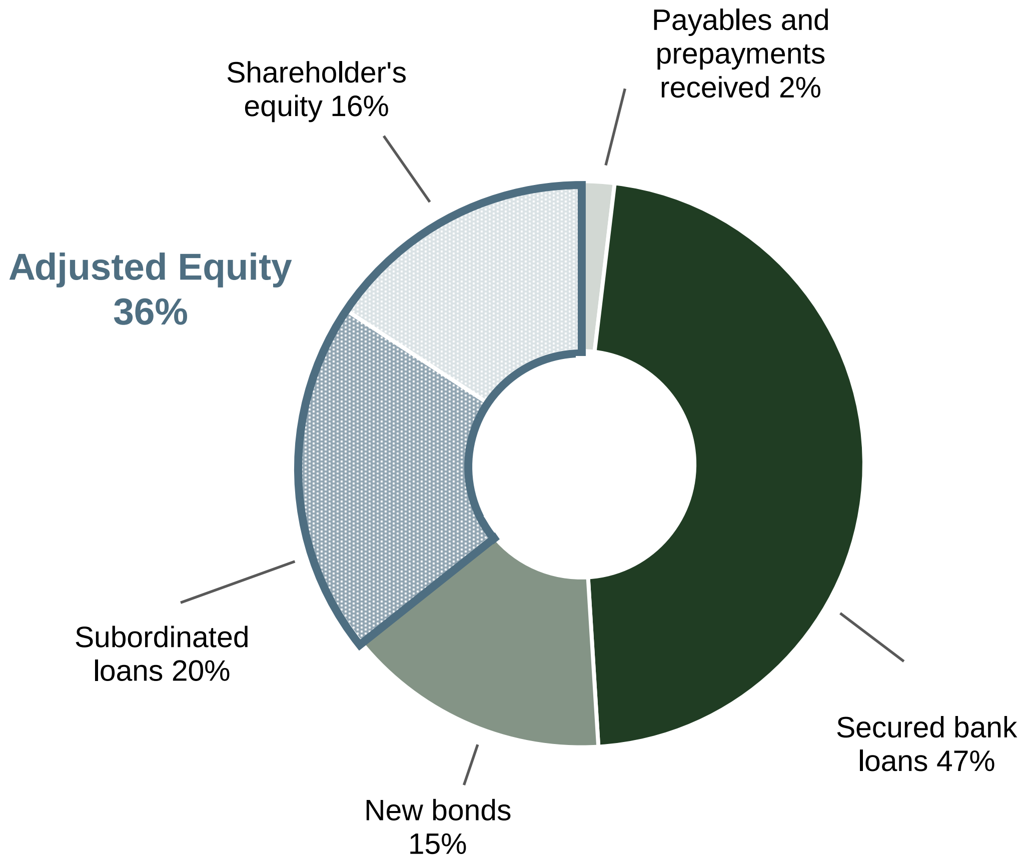
*[1] Fair value of the properties was determined by certified valuator Newsec Valuations*

# Funding structure

**Pre-transaction funding profile (as of 31 March 2026)**




**Planned post-transaction funding profile**

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# Balance sheet

| EUR | 2024 *(audited)* | 2025 *(audited)* | Comments |
|---|---|---|---|
| Cash and cash equivalents | 241 144 | 480 409 | The increase during the period was primarily driven by positive operating cash flows and the timing of repayments of outstanding obligations |
| Financial investments | 70 000 | 68 000 | |
| Receivables and prepayments | 3 668 126 | 1 061 501 | The decrease primarily reflects the higher balance as of 31.12.2024, driven by a related-party loan classified as short-term at that date |
| **Total current assets** | **3 979 270** | **1 609 910** | **The low current asset level reflects the nature of the Group's activities, where a significant part of the assets consists of long-term investment properties** |
| Receivables and prepayments | 608 257 | 609 418 | The majority of receivables and prepayments consists of loans granted |
| Investment property | 105 590 000 | 110 040 000 | Nearly all of the increase in the value of investment property resulted from the revaluation of investment property |
| Property, plant and equipment | 479 232 | 461 289 | |
| **Total non-current assets** | **106 677 489** | **111 110 707** | |
| **Total assets** | **110 656 759** | **112 720 617** | |
| Interest bearing loans and borrowings | 2 356 119 | 23 614 660 | A portion of the financing has been classified as current due to shorter contractual maturities compared to the previous period |
| Payables and prepayments received | 1 264 959 | 2 181 913 | |
| **Total current liabilities** | **3 621 078** | **25 796 574** | |
| Interest bearing loans and borrowings | 94 436 677 | 69 541 297 | The decrease in long-term financing was primarily driven by the reclassification of a portion of loans to current liabilities |
| Payables and prepayments received | 1 690 882 | 1 072 299 | |
| **Total non-current liabilities** | **96 127 559** | **70 613 596** | |
| **Total liabilities** | **99 748 637** | **96 410 169** | |
| **Total equity** | **10 908 122** | **16 310 448** | |
| **Total liabilities and owners' equity** | **110 656 759** | **112 720 617** | |

*Source: Group's Special Purpose Consolidated Financial Statements as at and for the year ended 31 December 2025*
*Auditor: Ernst & Young Baltic AS*

# Profit and loss statement

| EUR | 2025 *(audited)* | Comments |
|---|---|---|
| Total sales revenue | 10 924 073 | Consists of rental income (EUR 8.0m), revenues from the resale of utilities and property management services (EUR 2.7m), and other revenue (EUR 0.3m) |
| Other income | 4 371 725 | Almost all other income arises from revaluation of investment property |
| Goods, raw materials, and services | -3 122 351 | Includes utility costs as well as property management, maintenance, and repair costs |
| Other operating expenses | -675 304 | |
| Staff costs | -32 522 | |
| Depreciation and impairment of noncurrent assets | -42 984 | |
| Significant impairment of current assets | -108 078 | |
| Other expenses | -322 | |
| **Operating profit** | **11 314 236** | **The result was significantly affected by the valuation of investment properties** |
| Interest income | 83 609 | |
| Interest expenses | -5 755 561 | Majority consists of interest on bank loans, existing bonds, as well as related parties' loans |
| Other financial income and expenses | -239 958 | |
| **Profit before income tax** | **5 402 326** | |
| Income tax | 0 | |
| **Net profit** | **5 402 326** | |

*Source: Group's Special Purpose Consolidated Financial Statements as at and for the year ended 31 December 2025*
*Auditor: Ernst & Young Baltic AS*

# Statement of cash flows

| EUR | 2025 *(audited)* | Comments |
|---|---|---|
| Operating profit (loss) | 11 314 236 | Positive operating profit is the principal driver of net cash generated from operating activities during the period |
| Depreciation, amortization and impairment of non-current assets | 42 984 | |
| Change in fair value of investment property | -4 277 618 | Attributable to the revaluation of investment property |
| Impairment loss on receivables | 108 078 | |
| Other adjustments | 258 286 | |
| Change in receivables and prepayments related to operating activities | 210 788 | |
| Change in liabilities and prepayments related to operating activities | 207 887 | |
| **Total cash flows from operating activities** | **7 864 642** | **Available cash flows are to be primarily allocated towards servicing debt obligations and gradual reduction of leverage** |
| Paid upon acquisition of property, plant and equipment | -25 042 | |
| Loans granted | -336 000 | |
| Loan repayments received | 309 096 | |
| Interest received | 41 449 | |
| **Total cash flows from investing activities** | **-10 497** | |
| Proceeds from borrowings | 2 022 171 | |
| Loan repayments made | -4 186 693 | |
| Finance lease principal payments | -13 490 | |
| Interest paid | -5 436 869 | Interest payments on borrowings represented a significant outflow impacting cash flows during the period |
| **Total cash flow from financing activities** | **-7 614 880** | |
| Cash and cash equivalents at the beginning of period | 241 144 | |
| **Total cash flow** | **239 264** | |
| Cash and cash equivalents at the end of period | 480 408 | |

SKALA CAPITAL

*Source: Group's Special Purpose Consolidated Financial Statements as at and for the year ended 31 December 2025*
*Auditor: Ernst & Young Baltic AS*

# Q1 trading update

| EUR million | 2025 | Q1 2026 | Change, % |
|---|---|---|---|
| Revenue | 10.9 | 4.6 | - |
| EBITDA | 7.1 | 3.3 | - |
| EBITDA Margin | 64.8% | 71.7% | - |
| Net profit | 5.4 | 1.9 | - |
| Total assets | 112.7 | 119.5 | +6.0% |
| Investment portfolio | 110.0 | 110.1 | +0.1% |
| Cash | 0.4 | 2.3 | +387.4% |
| Adjusted equity | 35.7 | 42.6 | +19.2% |
| Total borrowings | 74.5 | 74.0 | -0.7% |
| Net Debt | 74.0 | 71.6 | -3.2% |
| Equity Ratio[1] | 31.7% | 35.6% | - |
| Interest Service Coverage Ratio | 1.2x | 1.2x | - |

During the reporting period from 1 January to 31 December 2025, the Group generated revenue of EUR 10.9m and EBITDA of EUR 7.1m, representing an EBITDA margin of 64.8%. Profit for the year amounted to EUR 5.4m.

The Group's assets increased by EUR 6.8m in the first quarter of 2026, primarily due to cash proceeds from bank loans and additional funding from shareholders, which was formally structured through a bond issuance.

An EUR 6.9m increase in adjusted equity further strengthened the Group’s capital. The growth happened mainly due to an EUR 3.1m additional bond issue to shareholders and EUR 1.9m in profit for the period.

The Group had robust financial metrics as of Q1’26 – Equity Ratio of 36% and Interest Service Coverage Ratio of 1.2x.

*[1](Equity + Subordinated Debt) / Total Assets*
*Source: Group’s Special Purpose Consolidated Financial Statements as at and for the year ended 31 December 2025, Q1 2026 financial report (unaudited)*
*Auditor: Ernst & Young Baltic AS*


Artelli 19 stock office

# Term sheet

| Issuer | Skala Holding OÜ (Estonia) |
|---|---|
| **Type of notes** | **Unsecured Notes** |
| **Issue size** | **Up to EUR 18,000,000** |
| Coupon rate, frequency | 8.5% p.a., paid quarterly |
| **Yield to maturity[1]** | **9.0% p.a.** |
| **Maturity** | **3 years, bullet** |
| Type of placement | Private placement |
| Issue price[1] | 98.698% (EUR 986.98 per 1 bond) |
| Nominal value | EUR 1,000 |
| Minimum subscription | 102 bonds (EUR 100,671.96) |
| Use of proceeds | • Refinancing of existing unsecured obligations due in 2026 and 2027<br>• General corporate purposes |
| Call option | No Call – 1st year, @101% - 2nd year, @100% - 3rd year |
| Put option | • Change of Control @101% |
| Financial covenants[2] | • Equity Ratio[3] at least 30%, starting from Q3 2026<br>• ICR of at least 1.4x, starting from Q4 2026 |
| Key general undertakings[2] | • No dividend payments<br>• Subordination of current and future shareholder loans and bonds<br>• Subordinated Debt repayment if Adjusted Equity Ratio is at least 35% and DSCR at least 1.0x after the repayment<br>• Property portfolio valuation at least once a year<br>• Quarterly reporting obligations |
| Arranger | Signet Bank AS (Latvia) |
| Legal Advisor | Ellex Raidla (Estonia) |
| Admission to trading | Nasdaq Baltic First North within 6 months after the Issue Date |

## Use of proceeds

Proceeds of the upcoming bond issuance will be directed towards:

1. To refinance existing obligations (EUR 17.9m)
2. For general corporate purposes

## Indicative timeline of the offering

Subscription period: **18 - 31 August 2026**

Results of the offering: **1 September 2026**

**Issue date: 7 September 2026**

*1 YTM of 9%, corresponding to an issue price of 98.698%*
*2 Full list of covenants and undertakings can be found in the Terms of the Notes Issue*
*3 (Equity + Subordinated Debt) / Total Assets*

# Risk factors

Any investment in the Notes is subject to a number of risks. Accordingly, prior to making any investment decision, prospective investors should carefully consider all the information contained in these Terms of the Notes Issue and, in particular, the risk factors described below. The Issuer considers the following risks to be material for prospective investors in the Issuer.

Before deciding to purchase the Notes, potential investors should carefully review and consider the following risk factors, in addition to all other information presented in the terms of the issue, and consult with their own professional advisors if necessary. Moreover, potential investors should bear in mind that several of the described risk factors can occur simultaneously and together with other circumstances could have a potentially stronger impact on the Issuer or the Group. This is not an exclusive list of risk factors, and additional risks, of which the Issuer is not presently aware, could also have a material adverse effect on the Issuer and the Group.

However, the following is not an exhaustive list or explanation of all risks that prospective investors may face when making an investment in the Notes and should be used as guidance only. Additional risks and uncertainties not currently known to the Issuer, or that the Issuer currently deems immaterial, may also have an adverse effect on the Issuer's financial condition, business, prospects and/or results of operations. In such case, the market price of the Notes could decline and investors may lose all or part of their investment. Investors should consider carefully whether an investment in the Notes is suitable for them in light of the information in these Terms of the Notes Issue and their personal circumstances. Investors should consult a competent independent professional advisor who specializes in advising on the acquisition debt instruments. The risk factors are divided into categories based on the principle that each risk factor is represented only once, in the most relevant category, despite suitability for several categories. The first risk factor of each category represents the risk most material in the opinion of the Issuer. The rest of the risk factors are not necessarily an indication of the likelihood of the risks actually materializing, of the potential significance of the risks or of the scope of any potential harm to the Issuer's business, financial condition, results of operations and prospects.

**Prospective investors should read this section in conjunction with these entire Terms of the Notes Issue. These Terms of the Notes Issue is not, and does not purport to be, an investment advice or an investment recommendation to acquire the Notes.**

**Risks related to the Group's business and industry**

- Tenant risk
- Competition risk
- Property acquisition risk
- Liquidity risk
- Real estate investment and development risks
- Financing risk
- Risks resulting from hedging transactions
- Reliance on the performance of the Management and key personnel
- Dependence on external service providers
- Insurance coverage risk

**Risks related to the economic and regulatory environment**

- Macroeconomics risk
- Geopolitical risk related to Russian invasion of Ukraine and other international conflicts
- Global pandemic risk

**Risks related to Notes**

- Ranking and repayment risk
- Early redemption or repurchase and de-listing risk
- Liquidity and Price risk
- Tax risk
- Risk that some Investors might have more preferential terms than others

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## Contacts

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