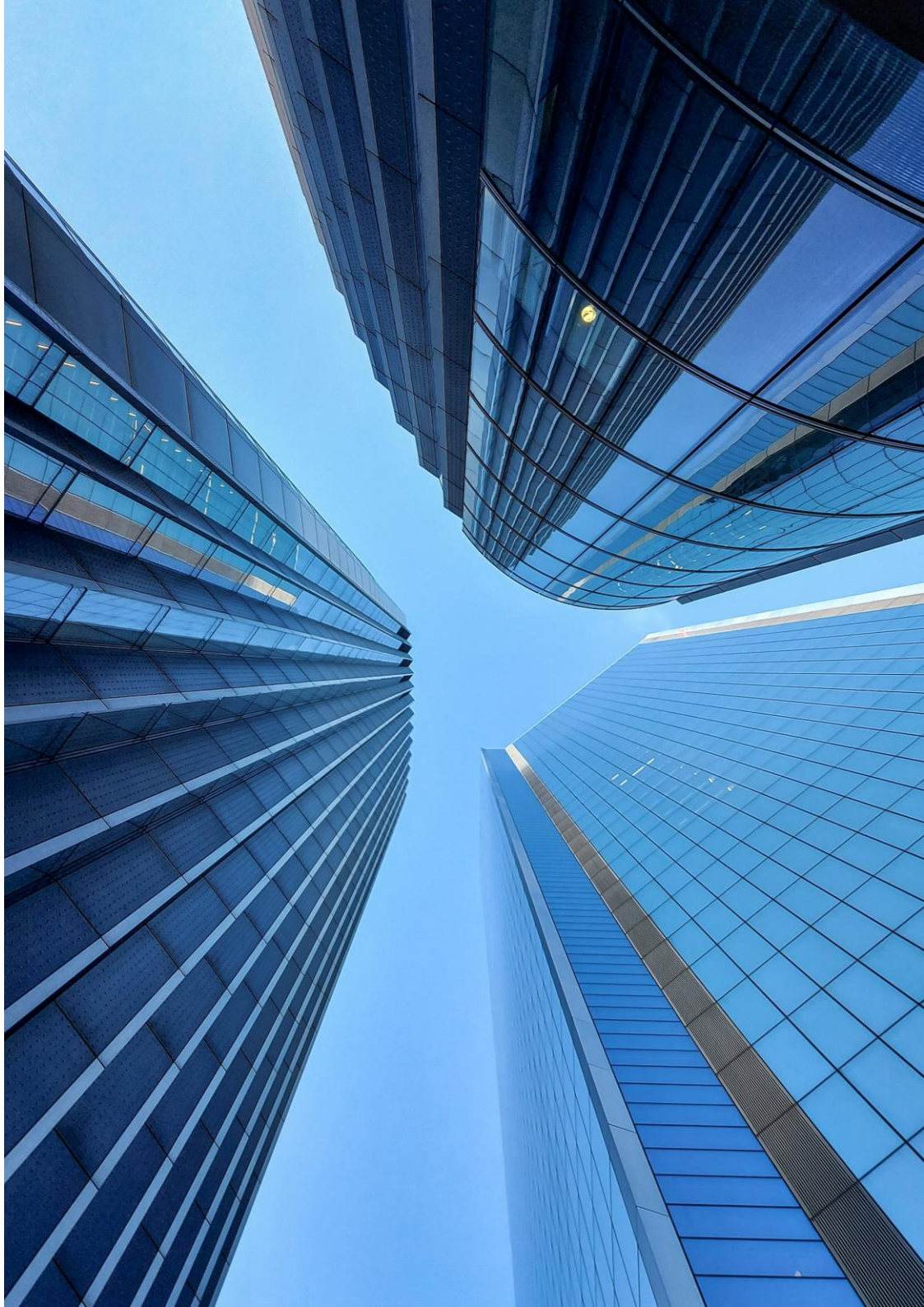


WOOD
& Company

Real Estate Funds

Q3 2023



WOOD & Co. Real Estate Fund at a Glance

Investing in high-quality commercial buildings in capital cities of the CEE region



EUR 1.15 B

Assets Under Management



782

Number of Tenants



8 – 10% p.a. net

Target Long-Term Return



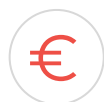
355 400 SQM

Gross Leasable Area



15

Number of Properties



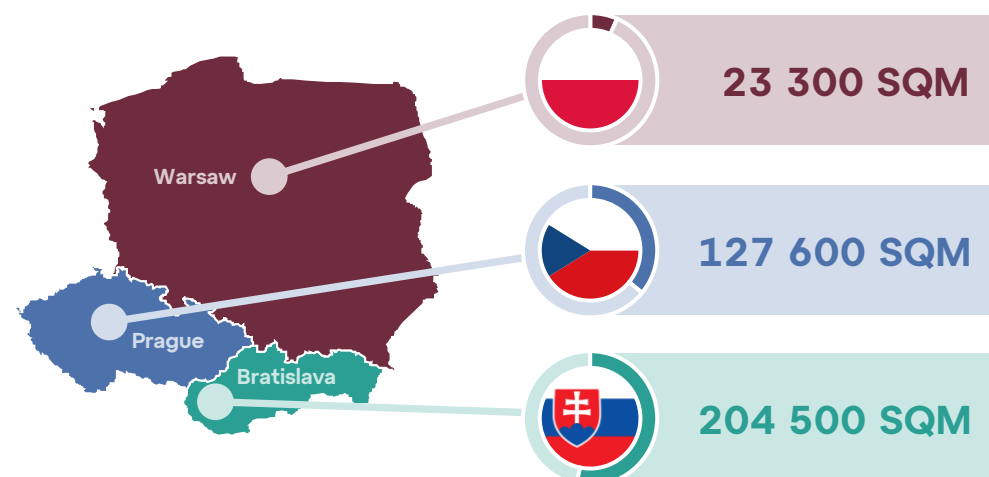
EUR 79.69 M

Net Operating Income

Since 2016, WOOD & Company offers qualified investors an opportunity to invest in commercial real estate by means of its **Office Sub-Fund**, **Retail Sub-Fund** and **AUP Bratislava Sub-Fund**. The assets under our management are established and time-tested. Long-term contracts and strong relationships in buildings aid the delivery of fully functional infrastructure. Our thorough analysis of acquisitions and professional management is reflected in the stable returns achieved by our sub-funds.

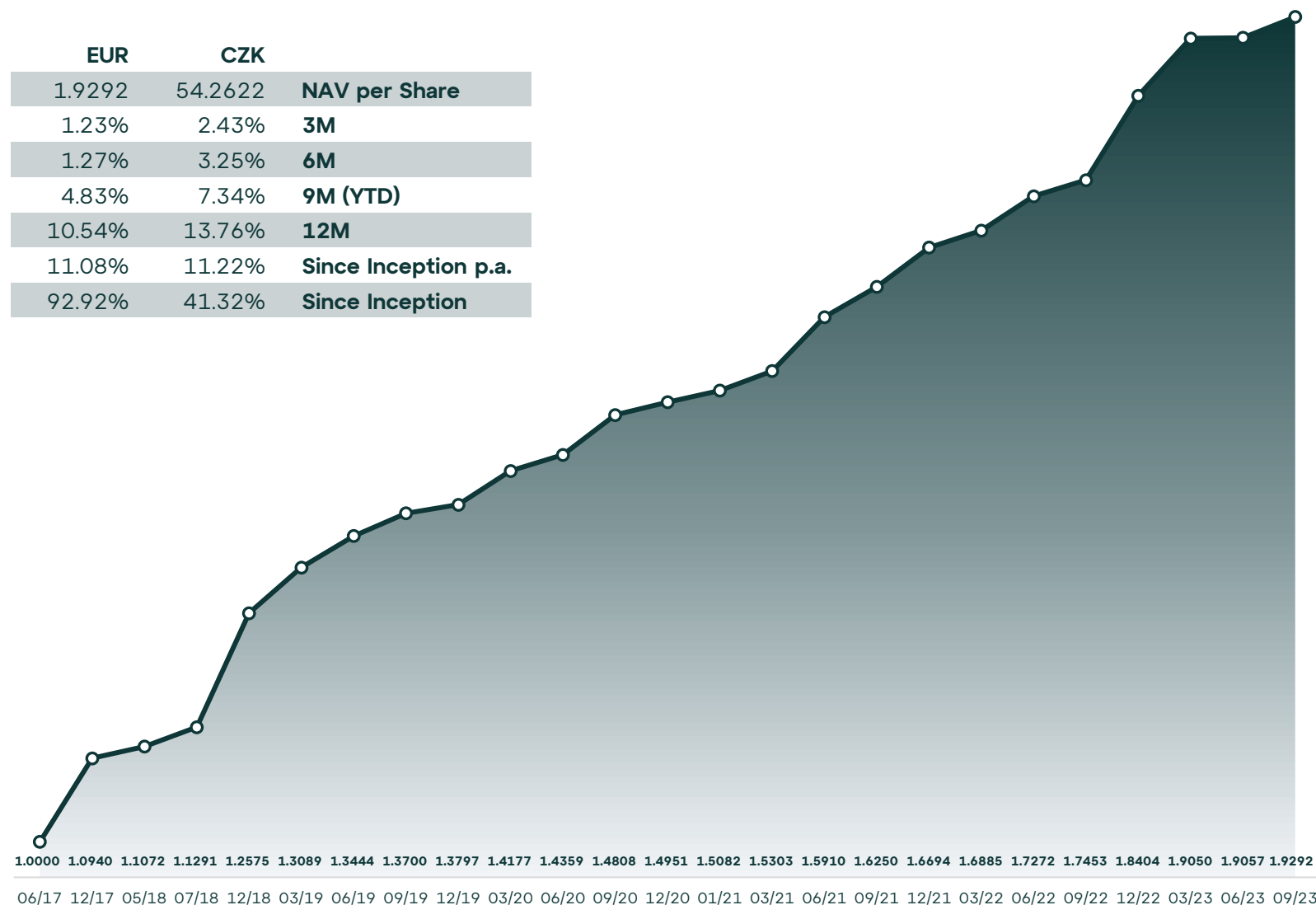
Established Platform with Strong Presence in the CEE

One of the largest local investors in capital cities of Czech and Slovak Republics



Driven by our ambition to create a strong Central European Investment Story, expanding Fund's activities to other capital cities in the region is the natural next step. In June 2022, the Office Sub-Fund completed the acquisition of **Astrum Business Park**, marking its first investment in Warsaw. In addition to the recently completed transaction of **GreenPoint** in Prague, the Sub-Fund is in advanced stages of acquiring its second office building in Warsaw. In August 2022, the Sub-Fund delivered to the market the **second phase of Lakeside Office Park** in Bratislava with 15 200 SQM of leasable area. The occupancy ratio of the project reached 100% as of 31. 3. 2023, further confirming the strength and capacity of our leasing team.

WOOD & Co. Office Sub-Fund



WOOD & Co. Office Sub-Fund

30. 9. 2023

Gross Asset Value (GAV)

EUR 471.00 M

Net Asset Value (NAV)

EUR 226.21 M

Gross Leasable Area

218 300 SQM

Net Operating Income

EUR 35.66 M

Average Occupancy

93.37%

Number of Tenants

336

Yield

7.78%

GAV per SQM

EUR 2 157

WAULT

4.1 years

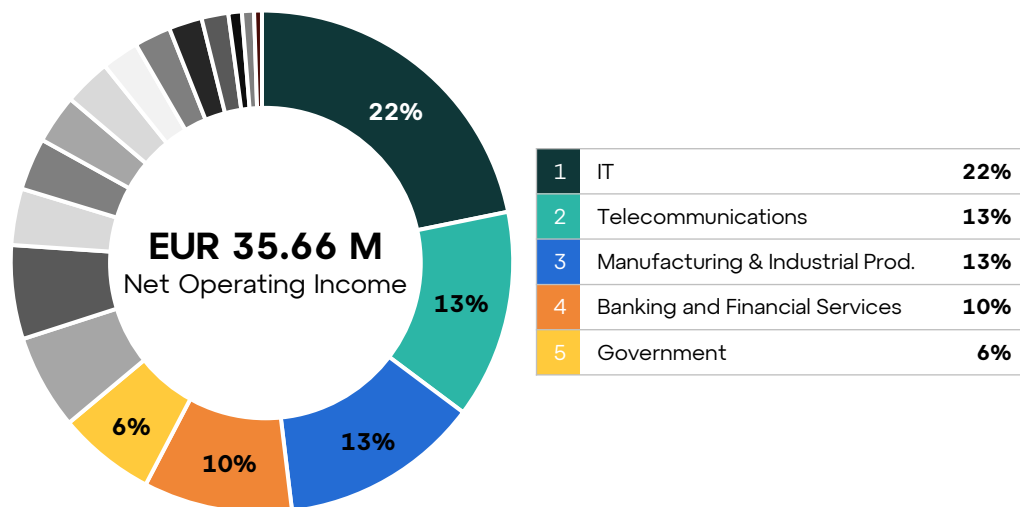
LTV (incl. issued bonds)

54.25%

Unless indicated otherwise, all figures are as of 30. 9. 2023. Calculation of Occupancy and Yield is excluding GreenPoint. Gross Asset Value and GAV per SQM is based on RICS valuation as of 31. 3. 2023. Presented graph is based on the EUR class of investment shares. Establishment of EUR class of investment shares: 30. 6. 2017; CZK class of investment shares: 30. 6. 2020.

Diversified Income from Industries Primed for Growth

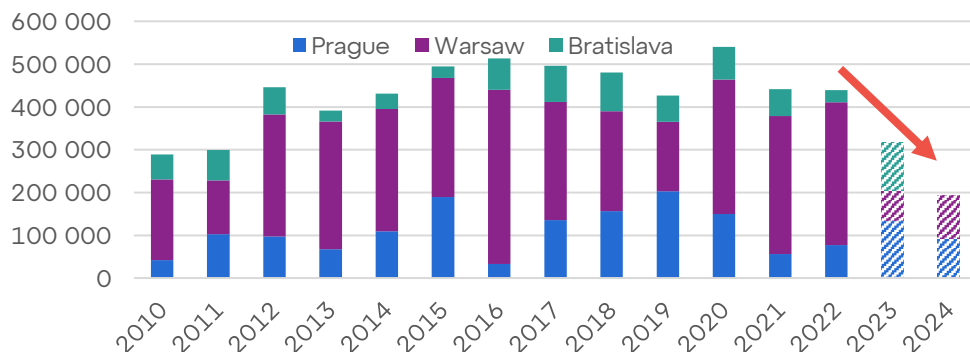
Stable rental income from a tenant base spanning a range of industries



Growth of Input Costs Pressures Prices of Existing Buildings

Significant rental growth under way due to accelerated costs of construction materials, land, utilities and wages which decrease development viability and will result in supply gap in the years 2023-2024

Planned and Completed Development (SQM)



Source: Colliers (prime yields Q3 2023); Cushman & Wakefield (planned and completed development). Presented yield of Office Sub-Fund is as of 30. 9. 2023 and excludes GreenPoint office building.

Portfolio Designed for Stability

Strategically diverse tenants anchored in long-term leases

Tenant Size

21.7% Small

40.8% Medium

37.5% Large

Tenant Domicile

44% Local

Foreign **56%**

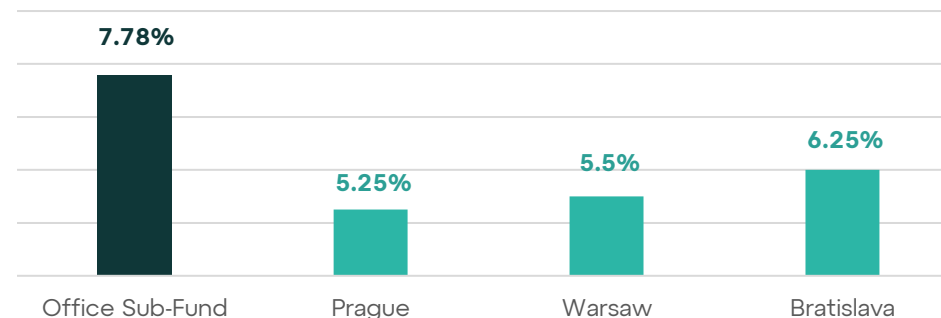
Lease Length



Leveraging the Yield Gap

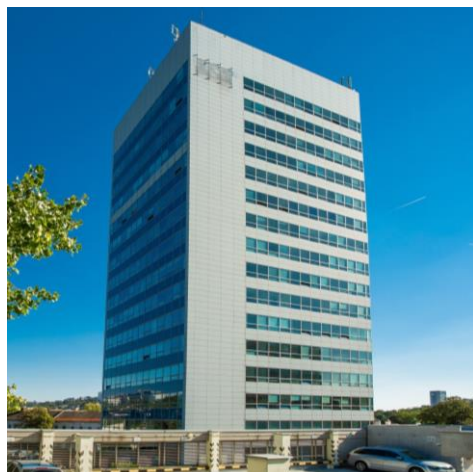
Sub-Fund's higher yield relative to the prime rates represents our commitment to delivering superior returns. This approach allows capitalising on unique non-prime opportunities with growth potential and superior returns.

Comparison of Yields: Office Sub-Fund vs Prime Yields in CEE in Q3 2023



Westend Tower

Bratislava / Slovakia



Key Information

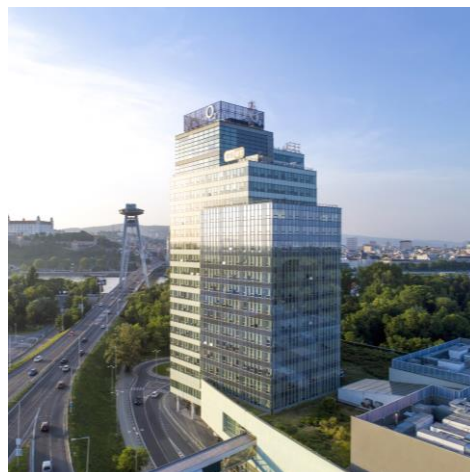
Acquisition Date	June 2017
Leasable Area	8 400 SQM
Parking Spaces	548 (ratio 1:13)

Investment Highlights

Westend Tower represents a high yielding asset with outstanding parking ratio. The property benefits from excellent location within a new ~100,000 sqm office cluster close to the city centre and in proximity to motorway connections to Vienna, Prague, Brno and Budapest.

Aupark Tower

Bratislava / Slovakia



Key Information

Acquisition Date	June 2018
Leasable Area	32 600 SQM
Parking Spaces	763 (ratio 1:42)

Investment Highlights

Aupark Tower is a premium landmark office tower with excellent visibility and accessibility in the vicinity of the prestigious Aupark Shopping Centre. Majority of income is secured by three blue chip anchor tenants with long-term presence in the building. The asset is positioned on the main traffic junction with walking distance to the city centre.

Hadovka Office Park

Prague / Czech Republic



Key Information

Acquisition Date	June 2018
Leasable Area	24 900 SQM
Parking Spaces	403 (ratio 1:53)

Investment Highlights

Hadovka Office Park stands impressively on Evropská Street, the main arterial route between the centre and the airport. The building has a proven track record in attracting and retaining occupiers from a broad range of industries. The property combines the concept of affordable, yet high quality office space.

Lakeside Park 01

Bratislava / Slovakia



Key Information

Acquisition Date	June 2018
Leasable Area	26 000 SQM
Parking Spaces	484 (ratio 1:51)

Investment Highlights

Lakeside Park is positioned on the intersection of two main roads with excellent access to the city centre, residential neighbourhood and to the airport. The asset benefits from unrivalled public transport links with six tram and bus lines and with over 60 regional trains running to suburban areas of Bratislava (250 metres from the building).

BBC 5

Bratislava / Slovakia



Key Information

Acquisition Date	December 2018
Leasable Area	37 200 SQM
Parking Spaces	908 (ratio 1:36)

Investment Highlights

BBC 5 is a prestigious address in the heart of Bratislava's modern business district with all the facilities and services that modern occupiers expect. All-weather tenant mix with multinational companies representing close to 50% of the total leasable area and the remainder occupied by a diversified list of small and mid-sized tenants.

The Greenline

Prague / Czech Republic



Key Information

Acquisition Date	November 2019
Leasable Area	17 500 SQM
Parking Spaces	236 (ratio 1:63)

Investment Highlights

The Greenline is located within a four-minute walk from Kačerov metro station and benefits from outstanding visibility from 5. Května street, one of Prague's main arteries. The variety of tenants, together with a staggered lease expiry profile, provides a long-term, diversified income stream.

BBC 1 & BBC 1 Plus

Bratislava / Slovakia



Key Information

Acquisition Date	March 2021
Leasable Area	25 500 SQM
Parking Spaces	361 (ratio 1:62)

Investment Highlights

BBC 1 and BBC 1 Plus are located at the entrance to the Bratislava Business District, and together with BBC 5 they form a considerable part of modern business district. Accessibility, efficient building operation and competitive rental levels make the building very popular for tenants, which assures high diversification and stable cash flows.

Astrum Business Park

Warsaw / Poland



Key Information

Acquisition Date	June 2022
Leasable Area	23 300 SQM
Parking Spaces	572 (ratio 1:62)

Investment Highlights

Astrum Business Park is located at the junction two key arteries of south-west Warsaw, enabling a quick access to the Warsaw Ring Road and to the city centre. The property is fully leased to reputable and high covenant tenants. With a weighted average office rent materially below subdistrict market range, the asset offers a significant rental upside potential.

GreenPoint

Prague / Czech Republic



Key Information

Acquisition Date	June 2022
Leasable Area	7 700 SQM
Parking Spaces	87 (ratio 1:85)

Investment Highlights

GreenPoint is one of the most modern boutique office buildings in the Smíchov area. The acquisition of the asset at approx. 50% occupancy (which was reflected in the purchase price) is a unique opportunity to greatly increase the property's value by deploying active asset management, replicating the very successful approach on all of the Fund's buildings.

Lakeside Park 02

Bratislava / Slovakia



Key Information

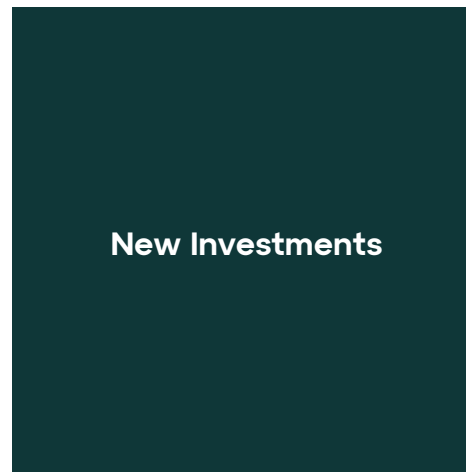
Completion Date	August 2022
Leasable Area	15 200 SQM
Parking Spaces	311 (ratio 1:46)

Investment Highlights

Lakeside Park 02 is a continuation of the existing Lakeside Park 01, and is the first development project of the Office Sub-Fund. The building has helped improve the already attractive and modern zone it is situated in, and has only strengthened the existing reputation of the scheme. The property is fully leased thanks to the modern technological solutions it offers, which improve both tenant comfort and sustainability.

Pending Acquisitions

Capital cities of the CEE



Investment Criteria

- High-yielding assets that bring comparably higher returns to investors and preserve value in market fluctuations.
- Buildings that are located in areas with excellent connectivity, visibility and offer high-quality tenant roster with strong and stable cash flow, demonstrated by the ability to both attract and retain tenants.
- Financeable projects with modest leverage not exceeding 65% LTV.
- Assets with core plus / value-add return profile with enterprise value between EUR 25 – 100 M.



11 BUILDINGS

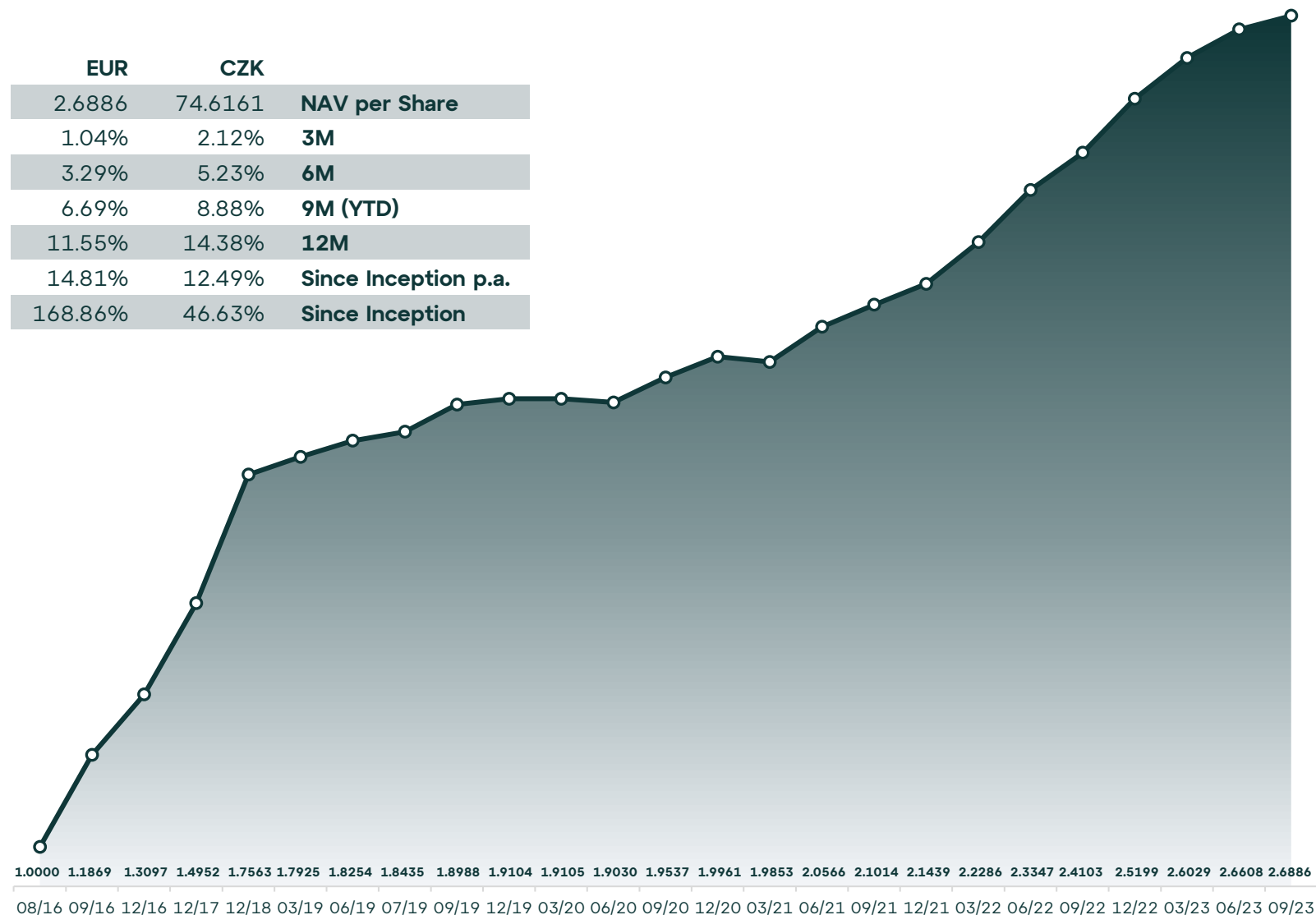


3 COUNTRIES



**218 300 M²
GLA**

WOOD & Co. Retail Sub-Fund



WOOD & Co. **Retail Sub-Fund**

30. 9. 2023

Gross Asset Value (GAV)

EUR 218.50 M

Net Asset Value (NAV)

EUR 103.91 M

Gross Leasable Area

77 500 SQM

Net Operating Income

EUR 15.43 M

Average Occupancy

94.89%

Number of Tenants

215

Yield

7.06%

GAV per SQM

EUR 2 819

WAULT

4.19 years

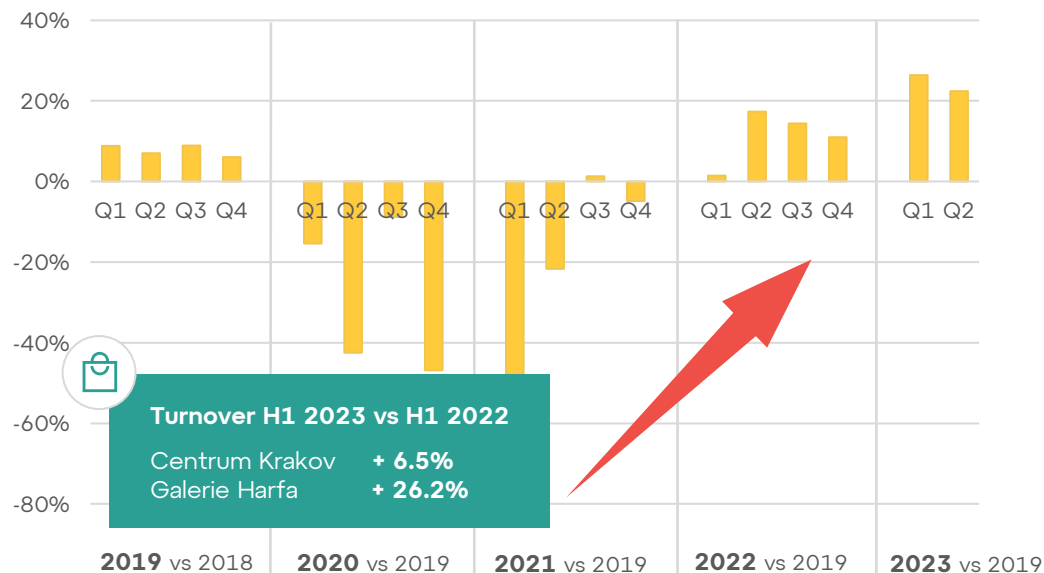
LTV (incl. issued bonds)

57.06%

Unless indicated otherwise, all figures are as of 30. 9. 2023. Gross Asset Value (GAV) and GAV per sqm is based on RICS valuation as of 31. 3. 2023. Presented graph is based on the EUR class of investment shares. Establishment of EUR class of investment shares: 3. 8. 2016; CZK class of investment shares: 30. 6. 2020.

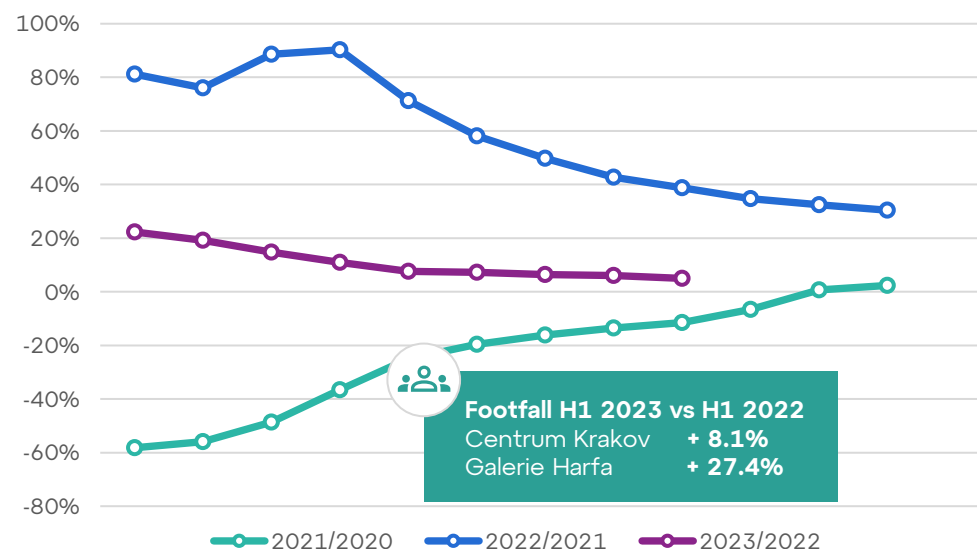
Turnover Index / Aggregate Czech Republic Data

Strong uplift in retail sales – significantly above 2019 levels



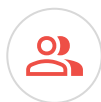
YTD Footfall Index / Aggregate Czech Republic Data

Footfall rebounds to original levels



Impact of Inflation on Shopping Centres

Rental levels of retail premises consistently reflect ongoing price hikes



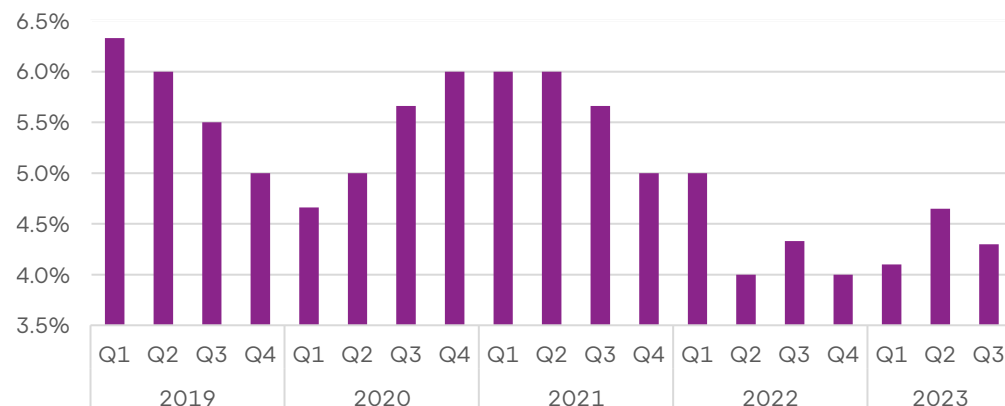
Tenants are compelled to reflect rising inflation in the prices of their products



Rents are determined by turnover which is currently increasing due to rising inflation

Vacancy / Aggregate Czech Republic Data

Lowest shopping centre vacancy rate ever recorded



Galerie Harfa

Prague / Czech Republic



Key Information

Acquisition Date July 2016

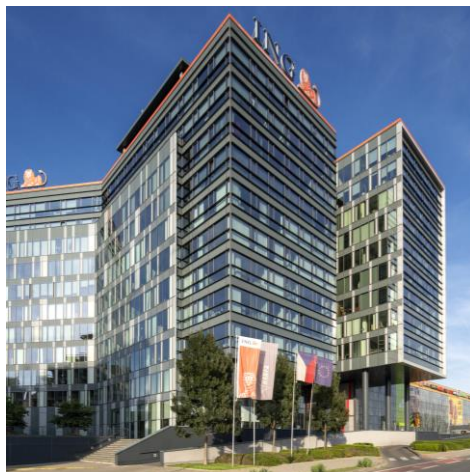
Leasable Area 40 500 SQM

Investment Highlights

Galerie Harfa offers its visitors more than 160 shops split over three floors. The vicinity of the O2 Arena (1 M visitors p.a.) combined with the Prague 9 district being one of the most sought-after residential locations in the capital (10% y/y population growth) result in very high levels of footfall. Recently completed and expected developments in the area represent potential for further growth of footfall and thus for appreciation of the project.

Harfa Office Park

Prague / Czech Republic



Key Information

Acquisition Date July 2016

Leasable Area 21 300 SQM

Investment Highlights

Harfa Office Park is situated directly next to metro station and a major bus hub. The asset also benefits from the neighbouring Galerie Harfa. Together, the scheme represents one of the largest shopping and administrative centres in Prague with more than 61,800 SQM of leasable area. The office component offers 21,300 SQM of modern space split over twelve floors and has demonstrated strong tenant retention since its inception.

Centrum Krakov

Prague / Czech Republic



Key Information

Acquisition Date July 2019

Leasable Area 15 700 SQM

Investment Highlights

Positioned within the densely populated residential area of Bohnice, Centrum Krakov serves as a convenience centre with a very strong local 5- and 10-minute catchment area. The asset is nearly fully occupied with well-balanced strong international and domestic tenants. The property was constructed in 2013 and underwent a facelift and a change of unit layouts in 2018.



3 BUILDINGS



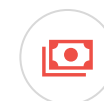
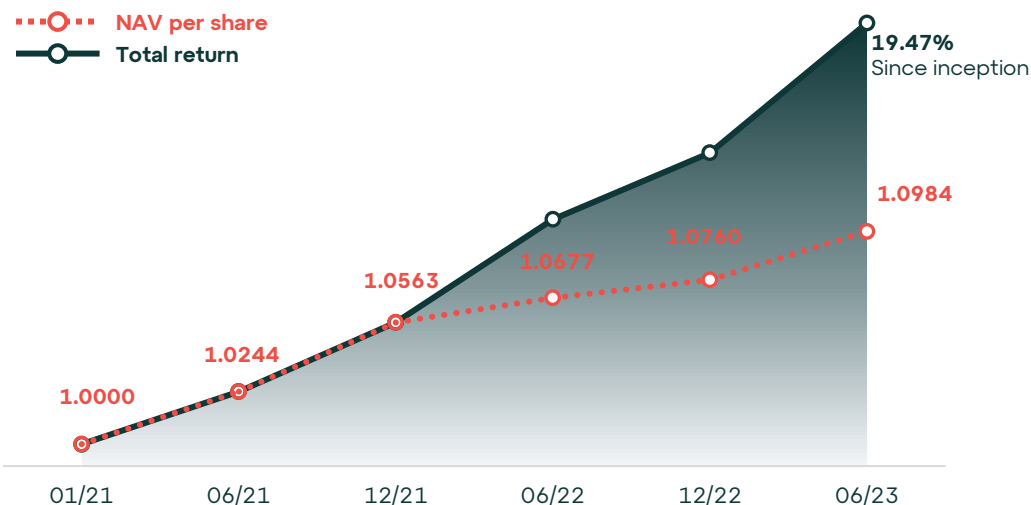
205 RETAIL TENANTS



**77 500 M²
GLA**

WOOD & Co. AUP Bratislava Sub-Fund

30. 6. 2023



NAV per Share

1.0984 / EUR Class
30.1535 / CZK Class



Return (last 12M incl. dividends)

8.49% / EUR Class
11.86% / CZK Class

Aupark Shopping Centre

The most prestigious shopping centre in Slovakia



Investment Highlights

Uniqueness

Aupark's special location with an excellent tenant mix and a vast number of loyal and wealthy customers, together generating outstanding financial results, makes it the best shopping centre in Slovakia.

Stability

The remarkable growth of the revenues of tenants, outpacing all benchmarks, has been proven over the years.

Resilience

Nearly full occupancy, with a substantial WAULT and a high portion of fixed rents (>95%), makes Aupark very well-positioned to tackle the competitive landscape, and cope with market turmoil and the growth of e-commerce with ease.

Key Indicators

Gross Leasable Area

59 600 SQM

Occupancy

Approx. 96%

Number of Tenants

231

Target Dividend

5 – 6%

Target Equity Return

> 8%

Taxation Advantages

Favourable terms for sub-funds and individual investors



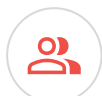
Asset Level (SPV)

- Standard corporate income tax



Sub-Fund Level

- Dividends from SPVs / Sale of SPVs: 0% after 12 months
- Other income: 5 % corporate income tax



Investor Level (individual)

Czech

- Capital gains tax: 0 % after 3 years
- Dividends: subject to withholding tax (15%)

Slovak

Unlisted Fund

- Capital gains tax: 19% or 25% plus health insurance levy (14%)
- Dividends: subject to withholding tax (15%)

Fund Listed on PSE

- Capital gains tax: 0% after 1 year
- Dividends: subject to withholding tax (15%)



The EUR and CZK investment shares of **Office Sub-Fund** and **Retail Sub-Fund** are listed on the Prague Stock Exchange



Terms

Terms and fee structure for investors in Office and Retail Sub-Funds

Subscription Fee

Maximum 3% of the invested amount, or individually

Redemption Fee

3% up to 3 years; 2% up to 4 years; 1% up to 5 years; 0% thereafter, does not apply to shares with investment date before 28. 6. 2020.

Management Fee

1% p. a. of fair value of the sub-fund (NAV)

Performance Fee

10% out of performance of up to 10%; 15% out of performance that is above 10%; high-water mark principle.

Investment Horizon

Recommended minimum 5 years

Currency

Investment shares are denominated in EUR and CZK

Minimum Investment

EUR 125 000 or the EUR equivalent of CZK 1 million, if individually approved by the Fund's Administrator.

Valuation Dates

Sub-fund valuation: quarterly
Property valuation (RICS): twice per year (31.3., 30. 9.)

Redemption Options

Up to 6 – 12 months (depending on the redeemed amount) from the delivery date of redemption request. Investors may also trade shares on the secondary market or on the Prague Stock Exchange.

The terms and fee structure applies to Office and Retail Sub-Funds.
For terms concerning the AUP Bratislava Sub-Fund please refer to its presentation.

Fund's Structure



Office Sub-Fund		Retail Sub-Fund
Aupark Tower AUPARK Tower Bratislava, s.r.o. Reg. No.: 35930691 (SK)	Hadovka Office Park Hadovka Holding s.r.o. Reg. No.: 07034661 (CZ)	Galerie Harfa & Harfa Office Park C & R Developments s.r.o. Reg. No.: 27187179 (CZ)
Westend Tower Dúbravská 2, s.r.o. Reg. No.: 35789948 (SK)	Lakeside Office Park 01 Lakeside Office 1, a.s. Reg. No.: 35889063 (SK)	Centrum Krakov Krakov Holding s.r.o. Reg. No.: 08155381 (CZ)
BBC 5 BBC Five ABC, a.s. Reg. No.: 35945583 (SK)	Lakeside Office Park 02 LO2, s.r.o. Reg. No.: 52599515 (SK)	AUP Bratislava Sub-Fund
The Greenline Greenline Holding s.r.o. Reg. No.: 08661154 (CZ)	Astrum Business Park Astrum Holding sp. z o.o. Reg. No.: 0000932117 (PL)	Aupark Bratislava Shopping AUPARK a.s. Reg. No.: 47240377 (SK)
BBC 1 & BBC 1 Plus SPV: BA Business Center s.r.o. Reg. No.: 35752408 (SK)	GreenPoint GreenPoint Holding s.r.o. Reg. No.: 17268231 (CZ)	

WOOD & Co. Real Estate Funds

Overview

The Fund exists under Czech SICAV structure and is regulated by the Czech National Bank. It currently encompasses three individual sub-funds.

Each sub-fund is managed separately as one integrated economic unit with own investors and investment rules. Assets of individual sub-funds are separated from other sub-funds.

Each sub-fund issues its investment shares, which represent share on equity of respective sub-fund and are available for purchase by investors.

Investment shares entitle its holder to a corresponding part of economic value of a sub-fund and give a right to sell the shares back to the Fund subject to redemption rules.

Founder shares of the Fund are held by the shareholders of WOOD & Company Group and do not entitle the owner for economic results from any of the sub-funds.

The SICAV structure offers very favourable conditions for collective investment including an effective tax structure.

Regulator	Depository
	
Valuator (RICS)	Listing & Shares Reg.
	
Auditor	Valuator (Equity)
	

Over 50 Professionals with Wealth of Experience in Finance and Real Estate

Prague



Jiří Hrbáček
Portfolio Manager



Marek Herold
Portfolio Manager



Jan Kubiček
Portfolio Advisor



Peter Turner
Investment Director



Jan Mechl
Head of Leasing (CEE)



Štěpán Šatoplet
Asset Manager

Bratislava



Martin Šmigura
Investment Director



Miroslav Hilčík
Senior Investment Manager



Radovan Sukup
Senior Investment Manager



Matěj Hodek
Senior Investment Manager



Richard Lelák
Investment Manager



Branislav Planka
Investment Associate



Ema Kluková
Investment Analyst

Warsaw



Jan Kolb
Investment Manager

Property and Leasing Management

Pavel Hradec
Klára Bílková
Beatrice Mouton
Michaela Tlustá
Gabriela Mervínská
Martina Havlíčková
Filip Kratochvíl

Vladimír Hofman
Lucia Hošková
Miroslava Fraňková
Zdeňka Lazarová
Zuzana Vondrová
Adam Petr
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Guy Speir

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Martina Lazarová
Zuzana Číliková
Silvia Rengelová
Zuzana Mizerová
Juraj Zvara

Juraj Holka
Ingrid Drášková
Pavol Nedorost
Lucia Malčáková
Ivona Prokešová
Markéta Heřmanská
Eric Fiala

Our Team's Broad Experience



ESG Strategy

Our commitment to sustainability

E

Energy
efficiency

Sustainable
development

Green
investments

S

Employee
welfare

Stakeholder
satisfaction

Long-term
charity support

G

Transparency

Ethics &
Values

Integrity

Why Commercial Real Estate?

An essential portfolio component



Stabilizing element which
reduces overall portfolio
volatility

1



Strong and secure cash
flow as well as capital
growth

2



Inflation clauses protect
the portfolio from
inflationary shocks

3

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