



LAMDA Development – YE 2019 Financial Results

2019-LANDMARK YEAR: RECORDS IN OPERATIONAL PROFITABILITY, NET ASSET VALUE AND SHARE CAPITAL INCREASE-7th CONSEQUITIVE YEAR OF EBITDA PERCENTAGE INCREASE

The operational profitability (EBITDA) of our three shopping centers, The Mall Athens, Golden Hall and Mediterranean Cosmos, posted an increase for a seventh consecutive year. Specifically an increase of 8.6% versus 2018 was recorded, reaching €64.3 million.

The aggregate consolidated operating results (EBITDA) of the Group, before valuations and expenses, attributed to the Hellinikon project reached **€50.5 million**, recording an **increase of 7.9%** versus YE 2018, while, taking into consideration the fair value losses/ gains in the valuation of the investment portfolio, total EBITDA reached €115.9 million.

PRESENTATION OF KEY RETAIL INDICATORS

The **average occupancy** of our shopping centers steadily approaches **100%** with tenant interest for retail spaces remaining vibrant. Aggregate shopkeepers' turnover and total customer visits increased by 2.5% and 0.2% respectively compared to 2018.

The total consumer and entertainment experience offered in our shopping centers continue to attract the overwhelming preference of the consumer public. Our tenants significantly benefit from the high percentages of customer visits and from our continuous support for common marketing, promotional and communication activities.

FINANCIAL RESULTS ANALYSIS

TURNOVER OF THE SHOPPING CENTERS

(amounts in € 000's)	YE 2019	YE 2018	(%) change
The Mall Athens	243,273	239,796	1.4%
Mediterranean Cosmos	191,448	184,713	3.6%
Golden Hall	160,538	155,974	2.9%
Turnover	595,259	580,483	2.5%

The following table summarizes the Group's Retail EBITDA:

(amounts in € million)	YE 2019	YE 2018	(%) change
The Mall Athens	28.8	28.0	2.9%
Mediterranean Cosmos	18.6	14.4	29.2 %
Golden Hall	16.9	16.8	0.6 %
Retail EBITDA	64.3	59.2	8.6 %

Office buildings contributed €0.2 million to the Group operational profitability in 2019.

Total EBITDA before valuations and expenses of the Hellinikon project rose to **€50.5 million**, an increase of **7.9%**. At a consolidated level, Net Profit reached **€49.9 million** versus €42.3 million in YE 2018, recording a very significant increase, mainly due to the improved valuations of the investment portfolio.

Net Asset Value (before taxes) reached €1,155 million on 31/12/2019 (€6.54 per share) versus €438.9 million on 31/12/2018.

Summary of consolidated financial figures

(amounts in € million)	YE 2019	YE 2018	(%) change
Pro – Forma EBITDA before valuations	50.5	46.8	7.9%
Fair Value gains/ losses	71.7	55.5	
Hellinikon project's expenses	-6.3	-	
Net Interest Expense	-27.2	-25.8	
Depreciation	-0.9	-0.7	
Taxes	-25.0	-14.7	
Minority Interests	-13.0	-18.7	
Net Profit	49.9	42.3	

The Company's share price on 06/04/2020 was quoted at €5.86, a decrease of 28.8% compared to the 31/12/2019 closing price. At the same time Large Cap Index and Athex General Index posted a decrease of 37.3% and 36% respectively. The share price decline followed the impact of the pandemic of COVID 19 on market values.

It is worth noting that the **Net Loan to Value Ratio (Net LTV)** of the Group's investment portfolio stands at the satisfactory level of 37.1%.

SIGNIFICANT DEVELOPMENTS (up to the release of the financial results)

In December 2019 Lamda Development completed, with an overwhelming participation, the largest non-banking institution Share Capital Increase (SCI) in Greece over the last decade, amounting to €650 million. Apart from the Company's key shareholders, the participation of

EBRD (European Bank for Reconstruction and Development), which has acquired about 1.8% of the Company after the SCI, is particularly important. The participation of significant other investors, including the Company's strategic partner, Aegean Airlines, confirms that the business community supports the Hellinikon project. Following the completion of the SCI Lamda Development has achieved a capitalization and net worth of over € 1 billion.

The Company is ready to start implementing the Hellinikon project as soon as the last of the pending issues are resolved, including the tender process for the issuance of the license for the Integrated Tourist Resort – Casino (IRC), which are contractual prerequisites for the acquisition of Hellinikon S.A.

In regards to our shopping centers, a significantly important positive development for the Company was the operational commencement in December 2019 of the largest part of the development of the Western Part of the former International Broadcasting Center Building, where Golden Hall operates. The Golden Hall expansion is an investment of about €25 million. In this new space, apart from new stores, restaurants and cafes, a large and high-quality children's leisure and education space, XPLORE, also operates, which further upgrades the shopping and entertainment options of families.

Lamda Development on 23.01.2020 agreed to and already has acquired from the Company under the name "D-Marinas B.V." of DOGUS Group, the remaining 50% of the shares issued by LAMDA DOGUS INVESTMENTS S.A., which currently holds 83,39% of the shares issued by LAMDA Flisvos Holding S.A., a shareholder of the 77,23% of LAMDA Flisvos Marina S.A. and manager of the Flisvos Marina. The purchase price of the aforementioned shares amounts to € 12.4mn.

It should be noted that, in the context of precautionary measures to reduce the spread of COVID 19, the operation of The Mall Athens and Golden Hall shopping centers in Athens and Mediterranean Cosmos in Thessaloniki has been suspended from March 14, 2020 until further notice.

On the occasion of the announcement of the financial results, the CEO of Lamda Development Mr. Odiseas Athanasiou stated:

"2019 was a milestone year for Lamda Development, as the completion of the largest non-banking institution Share Capital Increase in Greece over the last decade, amounting to €650 million, resulted in the Company achieving a capitalization and net worth of over 1 billion. At the same time Lamda Development recorded for the seventh consecutive year a significant increase in its operational profitability, as well as an increase in the valuations of the investment portfolio. The net profit increase and the NAV increase were both proportional. As regards the current year, the pandemic of COVID 19 has created new conditions that affect the global markets, the Greek economy and inevitably the operation of our commercial centers.. However, 2020 is a defining year for Lamda Development, as the inauguration of works for the implementation of the emblematic Hellinikon project are expected to commence. We continue to work intensely in this direction, having the trust and support of our shareholders. It is a milestone project, which despite the current difficulties, will boost the Greek economy."

The summary of the YE 2019 financial figures will be uploaded on the Company's website (www.lamdadev.com) and on the website of the Athens Exchange.