



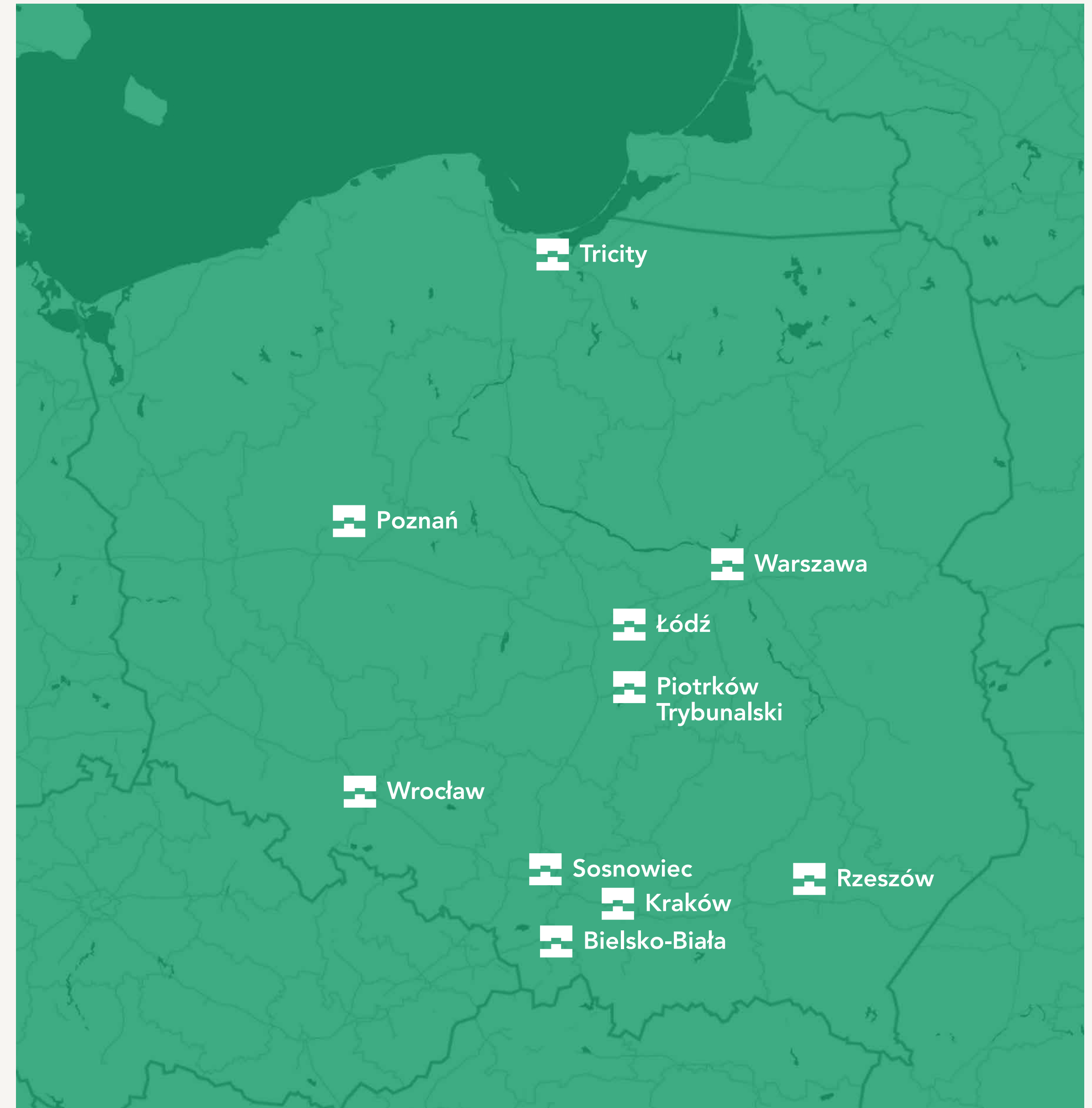
## Unlocking Value in Commercial Real Estate: Asset Management Services by REINO







- ▶ Part of the REINO Capital Group – a Polish investment and real estate holding company listed on the Warsaw Stock Exchange.
- ▶ Founded in 2010 as a Polish entity managing funds and investments on the property markets of Central and Eastern Europe and a strategic and transaction adviser.
- ▶ Since 2019 present on logistic markets thanks to JV with UK-based manager establishing REINO IO Logistcs.
- ▶ Strong track record working with institutional capital partners (i.a. Bluehouse, Grosvenor, mBank, Partners Group) and delivering robust returns.
- ▶ Committed to a broad range of ESG initiatives.





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**13 YEARS**

on the market since 2010

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**€ 5 BN**

value of projects completed by REINO team

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**30**

buildings in the portfolio

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**55**

team members across countries



€ 41 M

annual rent roll of properties managed at year end

€ 610 M

approximate value of properties managed at year end

+500K SQM

total of properties managed

99%

rent collection statistic (last quarter 2023)



# Broad scope of services, including ESG strategy implementation





# Broad scope of services, including ESG strategy implementation





# General supervision

## Dedicated Asset Manager

### REINO Partners Team

leasing

investment / finance

technical:  
FM, development, fit-outs

### External service providers

property  
manager

facility  
manager

accounting  
office

legal office



## Assets acquired require:

- CAPEX management
- Refurbishment
- Restructuring (debt, equity)
- Lease and tenant management
- Ongoing maintenance
- Repositioning and exit
- Implementation of ESG strategy



**Acquire Assets**

- › Value add assets/core locations with poorer asset specific fundamentals such as low occupancy or short leases
- › Target entry yields from higher market cap rates range at an average of 90% occupancy

**CRE Asset Management**

- › Working out complex loan situations
- › Refurbish assets
- › Enhance length of lease
- › Lease up asset
- › Apply leverage to stabilized asset when circa 90% occupied
- › Implementation or adjustment of ESG strategy

**Higher value asset sold**

- › Sell stabilized assets with less than 10% vacancy to specialist property investors: prime real estate funds, insurance companies
- › Sell buildings in portions post subdivisions or by units
- › Exit yields on the transaction price from lower market cap rates range

9-12 months

12-36 months

anytime between 36-60 months

Asset liquidity

Highly liquid

Liquid

Somewhat illiquid



# WE ARE SENSITIVE TO THE ENVIRONMENTAL, SOCIAL AND GOVERNMENTAL ASPECTS.

REINO Partners is a full-service asset and investment manager with a strong focus on Environmental, Social and Governance (ESG) in every aspect of its operations.

The Company is committed to the highest standards of corporate governance and has created a resilient and sustainable business in which its stakeholders can have confidence and trust.



## ESG



ESG policy is not only marketing for us.

It is part of our DNA and a business development and growth strategy guide.

## Certification



As a REINO Group, we are a Polish Green Building Council member and a pioneer in green solutions.

We achieved the highest score for Poland and only double Platinum certification in Poland for 2 of our office projects.

We also certified our properties with "Building without Barriers".

## Decarbonisation



Our portfolio is constantly analysed concerning energy efficiency and carbon footprint.

We create a net zero strategy and road map for standing assets and future developments.

## PropTech



Cost optimisation and green initiatives are backed by technical solutions.

We work with prop-tech providers for tailor-made solutions for our investors, buildings and occupiers.





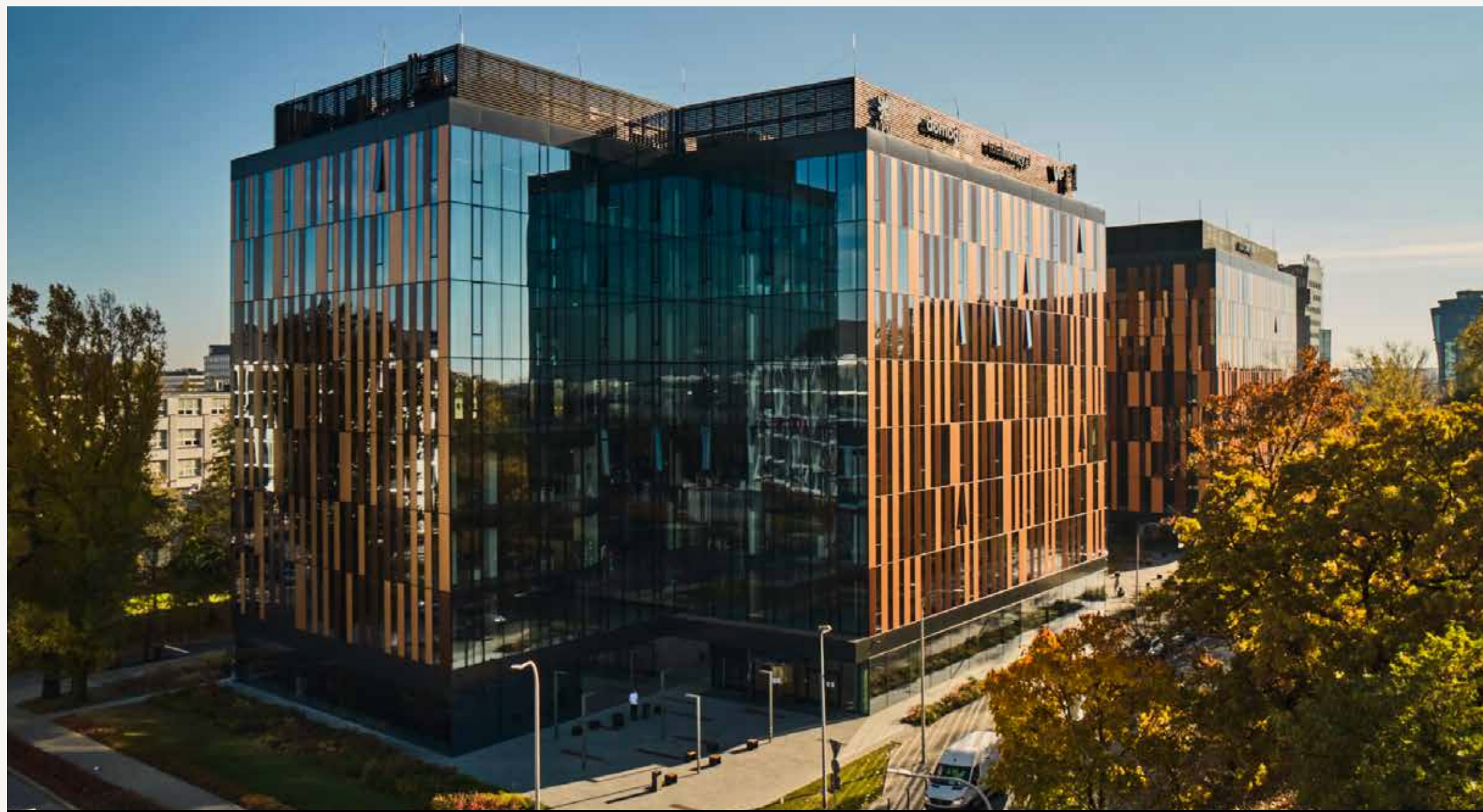
**+200K  
SQM**



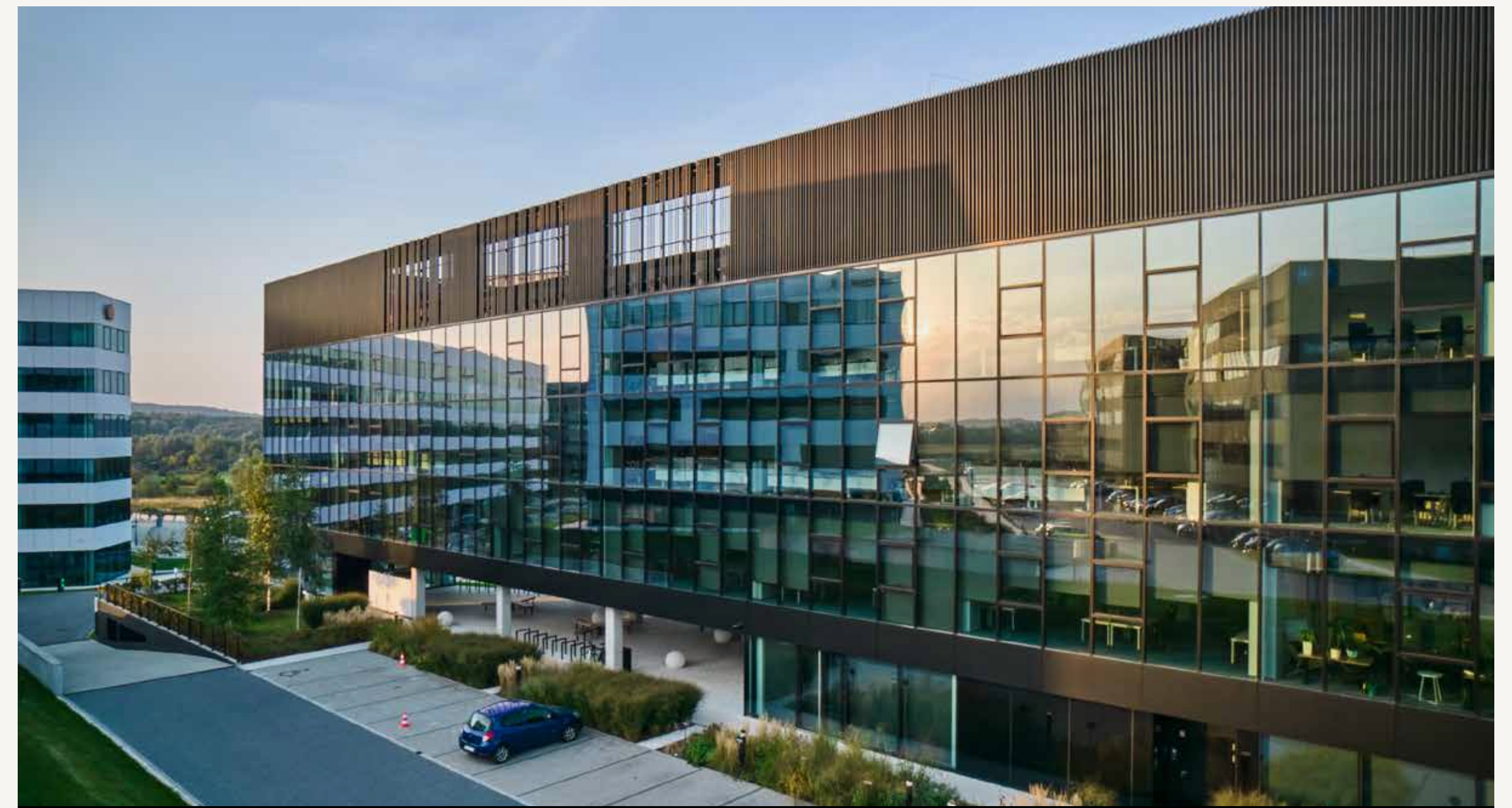
TERTIUM, KRAKÓW



KAPELANKA 42B, KRAKÓW



CU OFFICE, WROCLAW



DOT OFFICE, KRAKÓW





**+300K**  
**SQM**



REINO IO, SOSNOWIEC



REINO IO, POZNAŃ



LOGISTIC CITY, PIOTRKÓW



REINO IO, ŁÓDŹ





## Our values

### Client centricity

- we put clients at the centre of everything we do and we genuinely care

### Empowerment

- we are inclusive, collaborative and open
- we empower our people

### Positive impact

- we care about having a positive impact in society and helping create a sustainable world around us

### Transparency

- we communicate in a clear and transparent way



## Client benefits

### ► Expertise and diversification

- access to a team of skilled investment professionals
- daily contact with agents, developers and investors
- expert local guidance in asset allocation

### ► Customized investment strategies

- tailored investment plans to meet unique financial goals
- flexibility to adapt to changing circumstances
- client-centric approach

### ► Risk management

- continuous monitoring of market trends
- proactive risk assessment and mitigation
- strategies designed to protect and grow value

### ► Cost efficiency

- economies of scale in external service
- reduced individual energy costs thanks to group order

### ► Transparency and reporting

- access to real-time information
- regular, comprehensive performance reports, incl. Deepki and non-financial reporting
- full disclosure of fees and expenses

### ► Time savings

- delegate day-to-day management to experts
- investment & asset & technical & ESG experts in one-stop shop
- focus on your own priorities and growth.





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