

According to the article 228 of the *Ley 4/2015, de 23 de octubre, del Mercado de Valores,* Inmobiliaria Colonial, S.A. (**"Colonial"**) announces the following

#### **HECHO RELEVANTE ("Significant Event")**

Following the Significant Event published on the 16<sup>th</sup> of February 2016, with the registered number 234915, Colonial publishes the documentation to support the presentation to analysts and investors corresponding to the full year 2015 results that will be held today Monday 22<sup>th</sup> of February 2016 at 7:00 PM (CET) through webcast.

The information regarding the presentation is detailed below:

From Spain: +34 917900872

From the Netherlands: +31 107138194 + 165213#

From the UK: +44 (0) 2077509908

The presentation can be followed online through the following link:

http://event.onlineseminarsolutions.com/r.htm?e=1120347&s=1&k=27C70D9629C79823FD0C95FBFD9C314A

In addition, the presentation will be available on the website of the company.

Barcelona, 22th of February 2016

#### 2015 Annual Results Presentation



Colonial



#### Disclaimer

By accepting this presentation and/or by attending this presentation, you will be taken to have represented, warranted and undertaken that you have read and agree to comply with the contents of this disclaimer. The information contained in this presentation ("Presentation") has been prepared by Inmobiliaria Colonial, S.A. (the "Company") and has not been independently verified and will not be updated. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein and nothing in this Presentation is, or shall be relied upon as, a promise or representation. None of the Company nor any of its employees, officers, directors, advisers, representatives, agents or affiliates shall have any liability whatsoever (in negligence or otherwise, whether direct or indirect, in contract, tort or otherwise) for any loss howsoever arising from any use of this Presentation or its contents or otherwise arising in connection with this Presentation.

This Presentation is for information purposes only and is incomplete without reference to, and should be viewed solely in conjunction with, the Company's publicly available information and, if applicable, the oral briefing provided by the Company. The information and opinions in this presentation are provided as at the date hereof and subject to change without notice. It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects.

This Presentation does not constitute investment, legal, accounting, regulatory, taxation or other advice and does not take into account your investment objectives or legal, accounting, regulatory, taxation or financial situation or particular needs. You are solely responsible for forming your own opinions and conclusions on such matters and for making your own independent assessment of the Company. You are solely responsible for seeking independent professional advice in relation to the Company. No responsibility or liability is accepted by any person for any of the information or for any action taken by you or any of your officers, employees, agents or associates on the basis of such information.

This Presentation could contain financial information regarding the businesses and assets of the Company. Such financial information may not have been audited, reviewed or verified by any independent accounting firm. The inclusion of such financial information in this Presentation or any related presentation should not be regarded as a representation or warranty by the Company, its affiliates, advisors or representatives or any other person as to the accuracy or completeness of such information's portrayal of the financial condition or results of operations by the Company and should not be relied upon when making an investment decision. Certain financial and statistical information in this document has been subject to rounding off adjustments. Accordingly, the sum of certain data may not conform to the expressed total.

Certain statements in this Presentation may be forward-looking. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These include, among other factors, changing economic, business or other market conditions, changing political conditions and the prospects for growth anticipated by the Company's management. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. Any forward-looking statements contained in this Presentation and based upon past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

The market and industry data and forecasts that may be included in this Presentation were obtained from internal surveys, estimates, experts and studies, where appropriate as well as external market research, publicly available information and industry publications. The Company, it affiliates, directors, officers, advisors and employees have not independently verified the accuracy of any such market and industry data and forecasts and make no representations or warranties in relation thereto. Such data and forecasts are included herein for information purposes only. Accordingly, undue reliance should not be placed on any of the industry or market data contained in this Presentation.

The distribution of this Presentation in other jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions.

NEITHER THIS DOCUMENT NOR ANY OF THE INFORMATION CONTAINED HEREIN CONSTITUTES AN OFFER OF PURCHASE, SALE OR EXCHANGE, NOR A REQUEST FOR AN OFFER OF PURCHASE, SALE OR EXCHANGE OF SECURITIES, OR ANY ADVICE OR RECOMMENDATION WITH RESPECT TO SUCH SECURITIES.

#### **AGENDA - 2015 RESULTS PRESENTATION**

#### **AGENDA**

PRESENTING MANAGEMENT TEAM

- 1 Highlights
- 2 Macroeconomic context & office markets
- 3 Operating performance
- 4 Financial review
- 5 Growth drivers
- 6 Conclusion

Pere Viñolas CEO



Carmina Ganyet

Corporate Managing Director



Carlos Krohmer
Chief Corporate Development Officer





### 1 HIGHLIGHTS 2015 A year of outstanding performance

#### A strong set of Results

- EPRA NAV of 62cts€/share: +29% of Total Return
- Gross Rental Income, +9% (+6% like for like)
- Recurring Income, +121%
- Net Profit of €415m

#### Performance & Operations

- Record volume of lettings: more than 163,000 sq m in a year
- Strong momentum in office occupancy, +845bp up to 94%
- Capturing reversionary potential in rental cash flow
- Successful delivery of projects / value added strategies
- Selective acquisition plan on track with attractive returns

#### **Finance Highlights**

- First ever and only Spanish property company with Investment Grade Rating
- Successful issue of €1,750m of bonds
- Financial cost of 2.27% (-104 bp)
- LTV of 41.8% at year end (-230 bp)
- Most improved & Gold Award in EPRA BPR
- Significant increase in analyst coverage







### 1 HIGHLIGHTS 2015 A year of outstanding performance

A year of outstanding performance in every key performance indicator

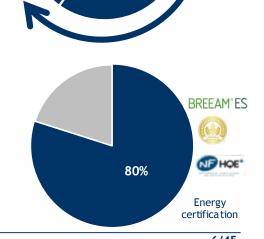
- EPRA NAV of 62cts€/share: +29% y-o-y growth
- Strong letting activity with significant improvement of occupancy
- Double digit GAV growth in all markets through value added strategies and prime CBD positioning
- High quality credit profile with prudent LTV

	2015	Var. 12 months
EPRA NAV (cts.€/share)	62 cts €/sh.	+29%
Recurring Net Profit	€37m	+121%
Net Profit	€415m	+€624m <sup>(1)</sup>
Gross Asset Value	€6,913m	+16% LFL
EPRA Occupancy - Office Portfolio	94%	+845 bps
Gross Rents	€231m	+6% LFL
Recurring EBITDA	€178m	+8% LFL
Acquisitions & Repositioning	€362m	Acquisitions 100% CBD
Group LTV	41.8%	(230pb)
Rating Standard & Poor's	BBB- Stable Outlook	
Finance cost Group	2.27%	(104pb)
Maturity Group	4.8 years	+0.9 years

### Business Mix - GAV Group

Others 7%

**BD 17%** 



**Prime CBD** 

70%

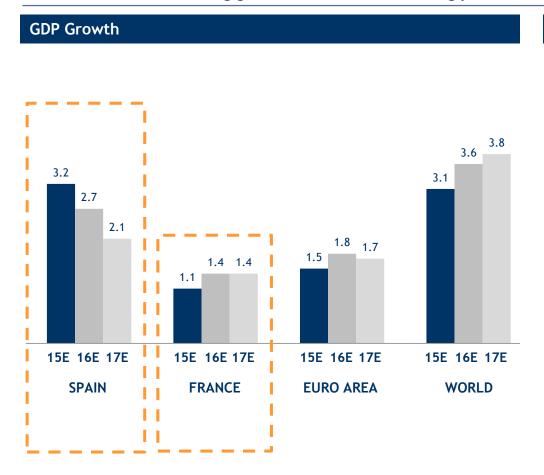
**CBD 76**%



### 2 MACROECONOMIC CONTEXT & OFFICE MARKETS Macroeconomic context

Global growth affected by China and Oil Price, however:

- Spain remains with strong fundamentals and high GDP growth prospects
- France with increasing growth momentum in coming years



#### **Market Trends**

#### Robust Growth with strong fundamentals

- ✓ More than 540,000 jobs created in 2015
- ✓ Ongoing decrease of unemployment expected
- ✓ Resilient exports, fuelled by continued improvements in competitiveness
- ✓ Inflation to turn slightly positive over the next years

#### Signs of recovery gaining positive momentum

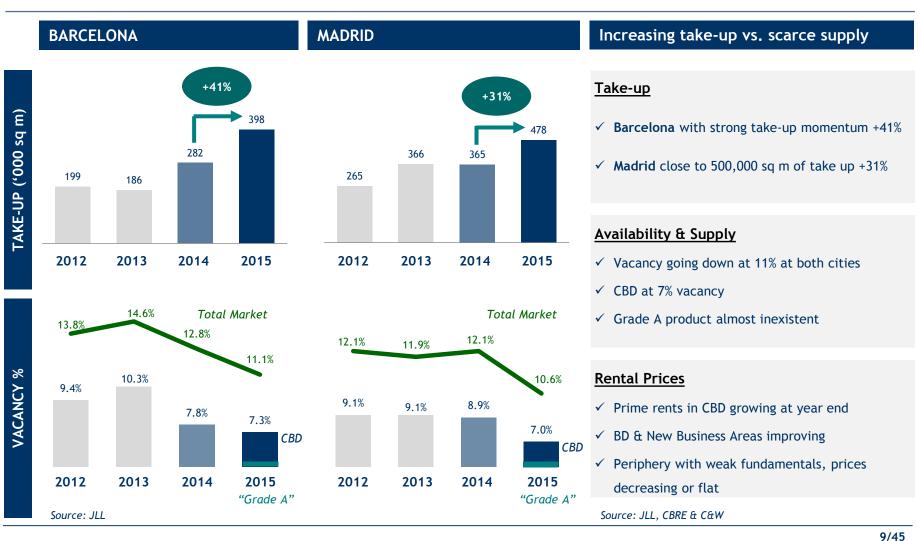
- ✓ Growth slowly gaining momentum, mainly driven by private consumption
- ✓ Low energy prices will improve the financial position of households and businesses
- ✓ Resilient employment in service sector: 80% of employment in Ille-de-France (IDF)
- ✓ Acceleration of employment in service sector expected for 2016, especially in IDF

SANCE

SPAIN

#### MACROECONOMIC CONTEXT & OFFICE MARKETS Rental Market - Offices

Increasing momentum in take up faces scarcity of Grade A availability in CBD



### 2 MACROECONOMIC CONTEXT & OFFICE MARKETS Rental Market - Offices

Increasing momentum in take up faces scarcity of Grade A availability in CBD



#### Strong take-up vs scarce supply

#### Take-up

Above average performance of Paris CBD Market

- ✓ Take-up "Opera" +23%
- ✓ Take-up "Etoile" +15%

New technology firms entering Central Paris

#### Availability/Supply

- ✓ Grade A supply inexistent
- ✓ Immediately supply decreasing -21%
- ✓ Just 65,000 sq m of new/refurbished product available

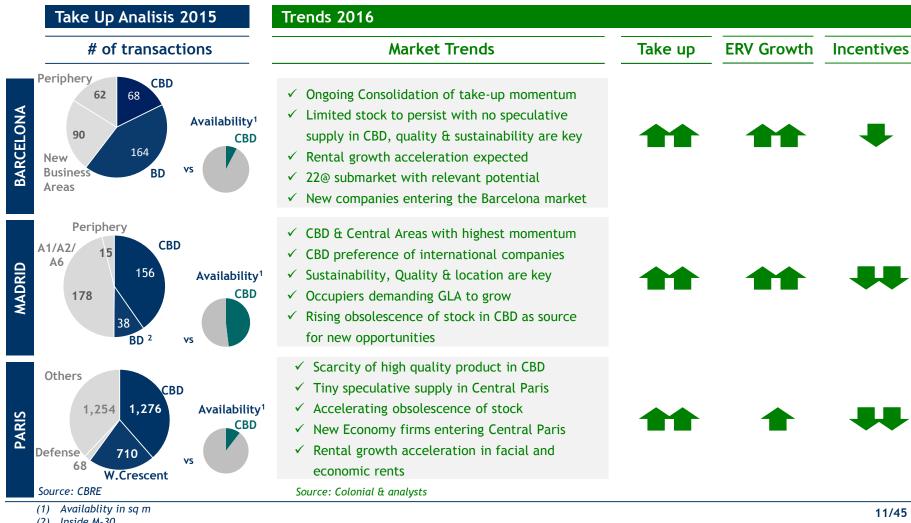
#### **Rental Prices**

- ✓ Facial Prime Rents stable around 724€/sqm/year
- ✓ Ultra high quality products with even higher rents, e.g. #Cloud
- $\checkmark$  Economic rents increasing in CBD due to decreasing incentives

Source: JLL, BNP Paribas & CBRE

#### MACROECONOMIC CONTEXT & OFFICE MARKETS Rental Market - Offices

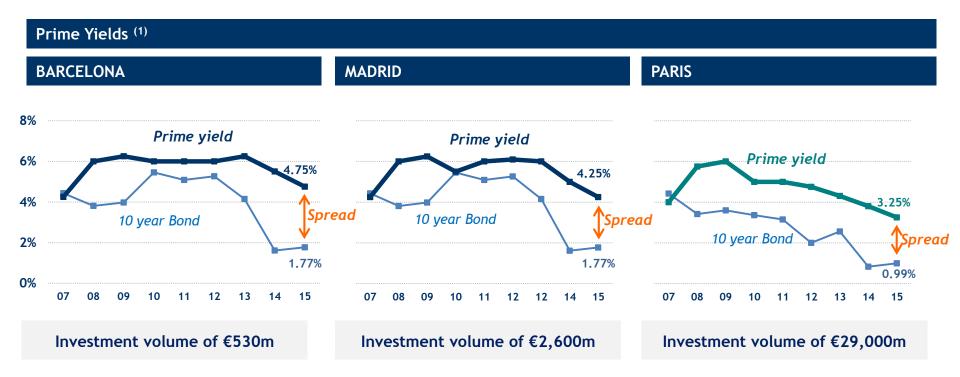
#### Trends 2016 - Rental growth expected in CBD for the three cities



(2) Inside M-30

### 2 MACROECONOMIC CONTEXT & OFFICE MARKETS Investment Market - Offices

- Important yield compressions in every market
- Spread vs reference rates remain at very attractive levels
- Room for further capital value growth through:
  - 1. Additional yield compression for prime assets
  - 2. Increasing rental values in coming quarters



(1) Market consultants in Spain report gross yields and in France they report net yields

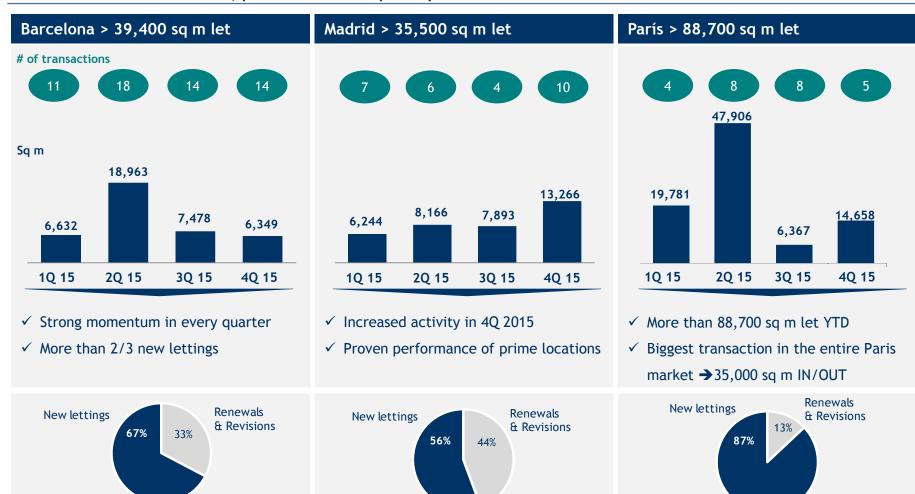
Source: JLL & Bloomberg 12/45



#### 3 OPERATING PERFORMANCE - 2015 Strong letting activity

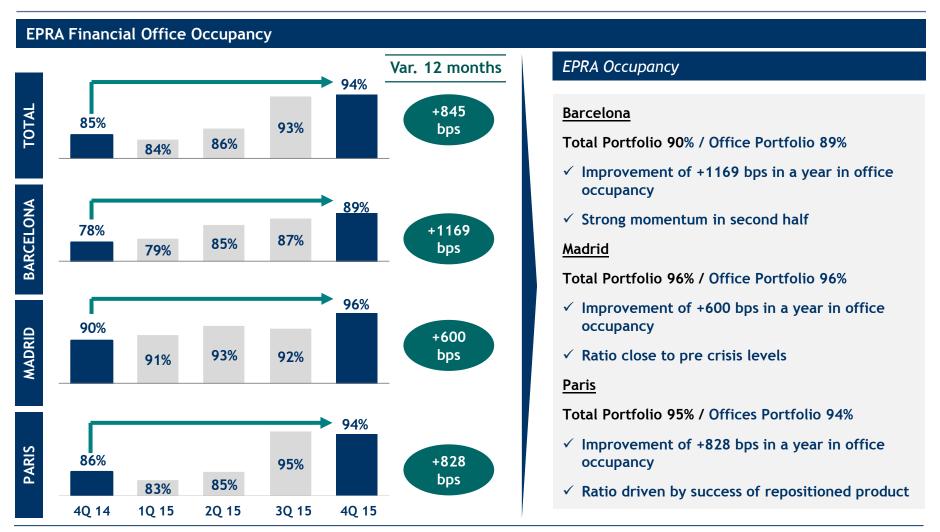
Continued positive momentum on letting activity in every market

- Barcelona catching up, Madrid consolidating strong performance
- Paris with record volumes, proven success of prime product



### 3 OPERATING PERFORMANCE - 2015 EPRA Office Occupancy improvements in office portfolio

EPRA Office Occupancy at 94%, +845 bps in 12 months



#### 3 OPERATING PERFORMANCE - 2015 Letting activity - Main Actions Barcelona

First Class Property Management ensures strong momentum in capturing high quality demand



**NEINOR NORTE SL RATE MEDIA SL** 





for Information Systems, S.A.









Financial Entity

#### 3 OPERATING PERFORMANCE - 2015 Letting activity - Main Actions Madrid

First Class Property Management ensures strong momentum in capturing high quality demand













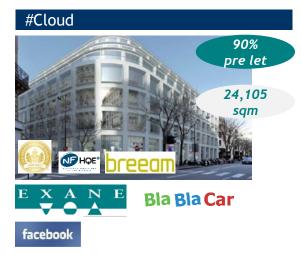
**Financial Entity** 

#### 3 OPERATING PERFORMANCE - 2015 Letting activity - Main Actions Paris

First Class Property Management ensures strong momentum in capturing high quality demand









TV5MONDE



#### **OPERATING PERFORMANCE - 2015** High quality tenant portfolio

High quality premises attract and retain top tier tenants

- A well diversified tenant base with long-standing clients
- 2015 another year of capturing many new high quality clients

#### A well diversified tenant base of top quality clients

















































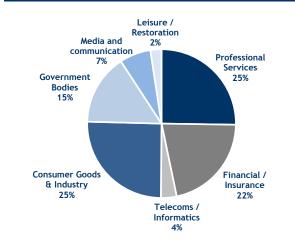








#### Diversified sector mix



#### Main new tenants captured in 2015

#### **BSIS Business Services** for Information Systems, S.A.







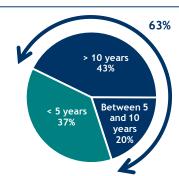
**REVOLUTION** 9





#### Long standing clients

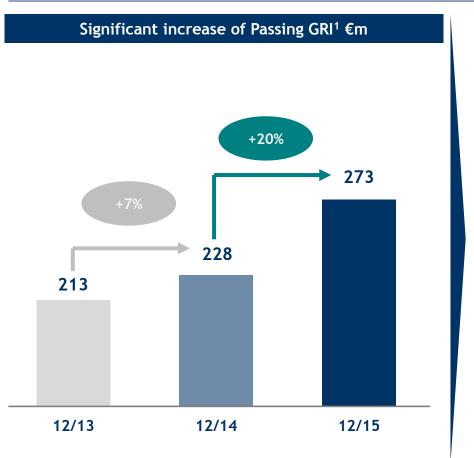
#### Length of time tenants stay

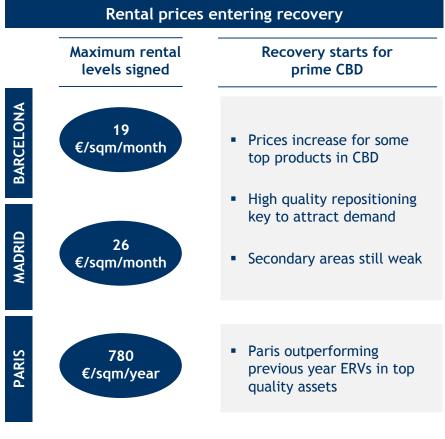


### 3 OPERATING PERFORMANCE - 2015 Growth of rental cash flow accelerating

#### Growth of rental cash flow accelerating

- 1. Significant increase of passing GRI in 2015
- 2. Current GRI growth mainly volume driven
- 3. Recovery of rental price cycle still to come through





#### **3** OPERATING PERFORMANCE - 2015

Successful project execution- Superior returns through value added strategies

- Highly successful value added strategies Prime Factory Projects
- Superior returns & value creation for shareholders

# #CLOUD.paris breed Fig. Hoe Fig.

Project start	2012
i i ojece stai e	2012

	Released	90% pre	lot
•	Released	1 90% pre	ισι

ERV uplift	+42%
Capital Gain(1)	+54%
Yield on Cost	+6.1%

IRR ungeared(1)	+16%
-----------------	------

#### 90 CHAMPS ELYSÉES



•	Project	start	2012
---	---------	-------	------

•	Released	90% prelet

ERV uplift <sup>(2)</sup>	+35%
Capital Gain <sup>(1)</sup> (2)	+38%

Yield on Cost<sup>(2)</sup> +5.2%

IRR ungeared<sup>(1)</sup> (2) +10%

#### IN/OUT



<ul><li>Project start</li></ul>	2011
<ul> <li>Polessed</li> </ul>	100% let

ERV uplift(3)	+90%

Capital Gain <sup>(1)</sup>	+31%
-----------------------------	------

Yield on Cost +6.6%

RR ungeared <sup>(1)</sup>	+7%
INI GIIECGI CG	• / / / / / / / / / / / / / / / / / / /

#### **3 OPERATING PERFORMANCE - 2015**

Successful project execution- Superior returns through value added strategies

- Highly successful value added strategies Prime Factory Projects
- Full re-pricing not yet captured -> substantial additional value to cristalize upon full market recovery

#### JOSE ABASCAL, 56



<ul><li>Project start</li></ul>	06/2014		
<ul><li>Released</li></ul>	98% let		
ERV uplift	+14%		
Capital Gain <sup>(1)</sup>	+36%		
Yield on Cost	+6.6%		
IRR ungeared(1)	+35%		

#### TILOS, 2-6



<ul><li>Project start</li></ul>	12/2013		
<ul><li>Released</li></ul>	100% let		
ERV uplift	+19%		
Capital Gain <sup>(1)</sup>	+17%		
Yield on Cost	+6.1%		
IRR ungeared <sup>(1)</sup>	+16%		

#### DIAGONAL 409



<ul><li>Project start</li></ul>	06/2013		
<ul><li>Released</li></ul>	100% let		
ERV uplift Capital Gain <sup>(1)</sup> Yield on Cost	+14% +33% +6.6%		
IRR ungeared <sup>(1)</sup>	+16%		



#### 4 FINANCIAL REVIEW - 2015 Strong top line growth

Strong top line growth driven by:

- Strong underlying growth of comparable portfolio
- Additional rents from new acquisitions

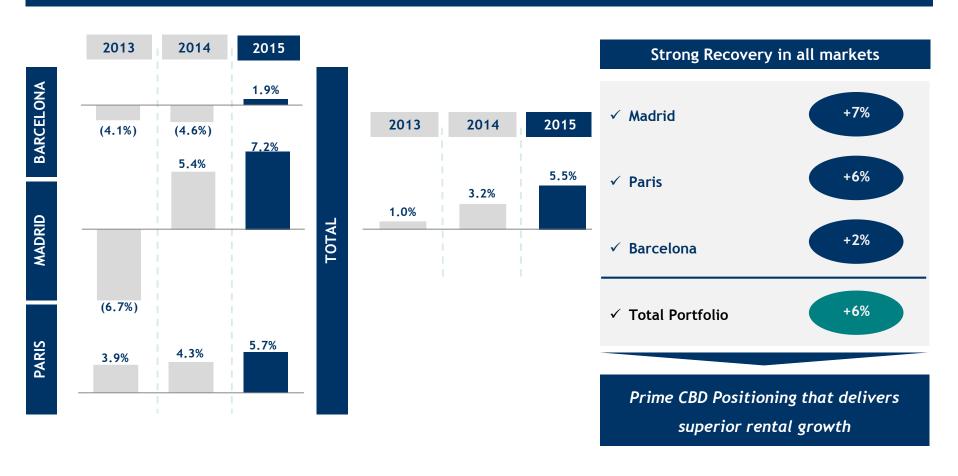


### 4 FINANCIAL REVIEW - 2015 Strong underlying growth of portfolio

Strong recovery of gross rental income in all markets

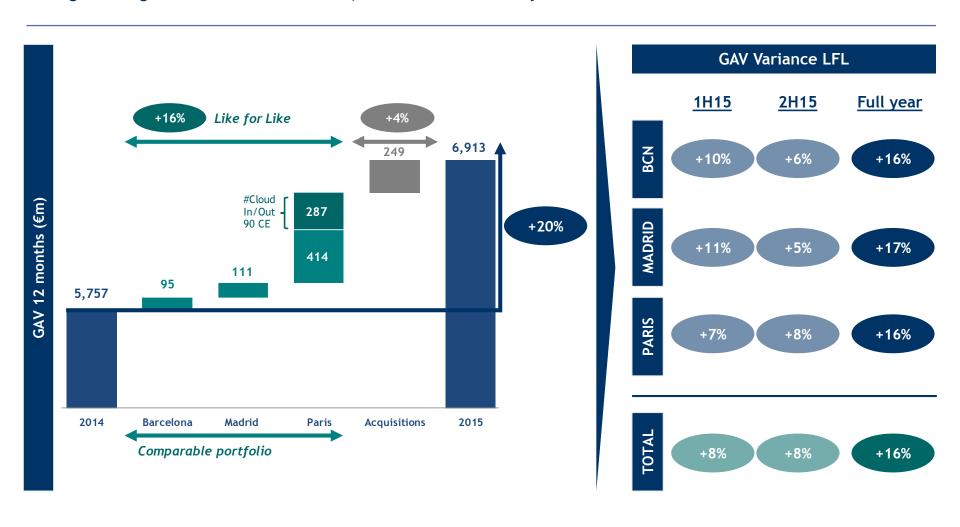
- Madrid consolidates strong momentum & Barcelona achieves positive growth
- Paris remains with very good performance

#### "Like for Like" Rental Growth



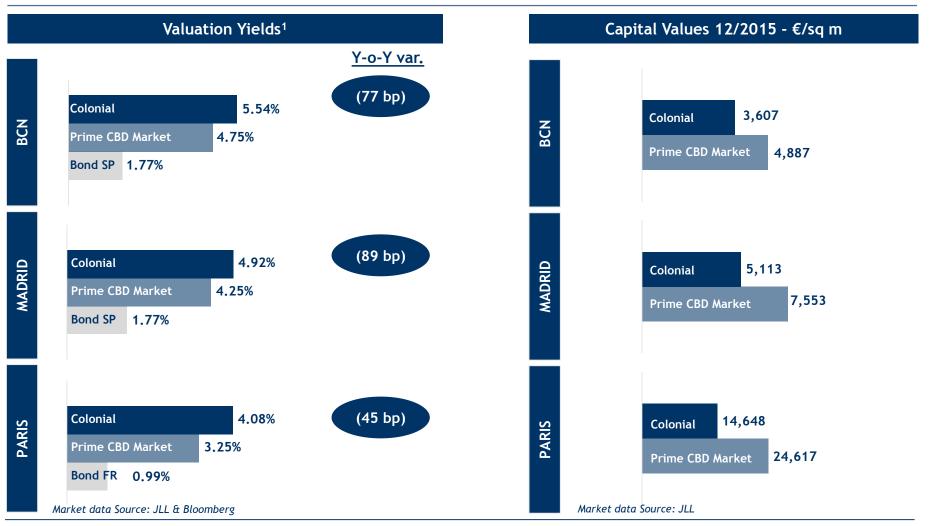
### 4 FINANCIAL REVIEW - 2015 Strong underlying growth in Gross Asset Values

- Gross Asset Value of €6,913m (€7,239m including transfer costs)
- Significant growth in Gross Asset Values, +16% like for like in a year



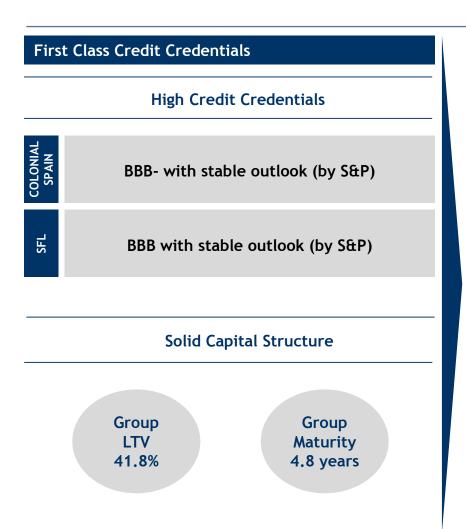
### 4 FINANCIAL REVIEW - 2015 Strong underlying growth in Gross Asset Values

- Important yield compression in every market, in particular Madrid & Barcelona
- Colonial portfolio at very attractive valuation levels



### 4 FINANCIAL REVIEW - 2015 High quality asset base with solid capital structure

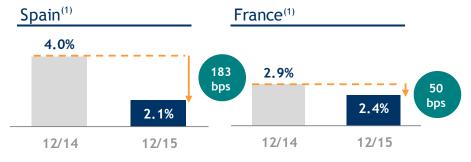
First class credit credentials allow for competitive financing costs



#### Significant improvement of financing costs

Costs savings through active liability management

- 1. Issuance of €1.2bm bonds in Spain substituting previous syndicate facilities 4 and 8 years tranches cost of 1.863% & 2.728%
- 2. Issuance of €500m of bonds in France 7 years at 2.25%
- 3. New revolving credit facility in Spain of €350m
- 4. Renegotiation of €658m of credit lines in France



#### **Highly Competitive Financing**

(1) Spot rate as of December 2015 28/45

2.27%

### 4 FINANCIAL REVIEW - 2015 Successful Liability Management

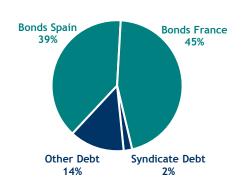
Optimal financing based on active liability management

- Competitive financing cost
- First class long term financing & important fire power capacity

## Competitive Finance Costs Financing costs % - Spot as of 31/12/15 Group Spain France

2.14%

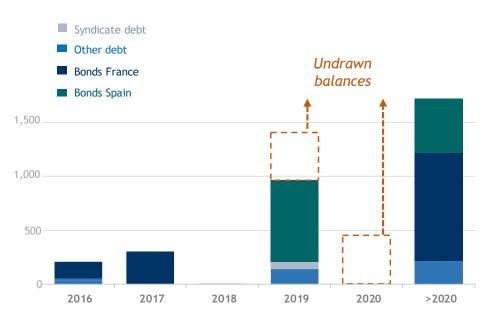
#### First class financing with huge fire power capacity





2.36%

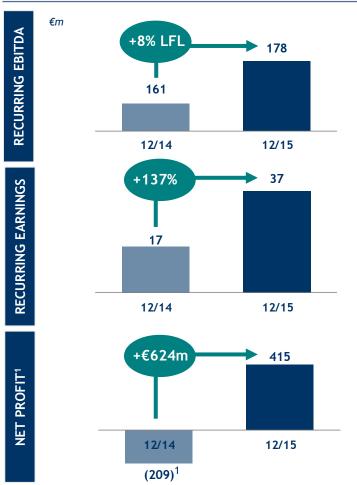
#### A long term maturity profile



### 4 FINANCIAL REVIEW - 2015 Profit & Loss Account

#### Significant increase in Net Profit through:

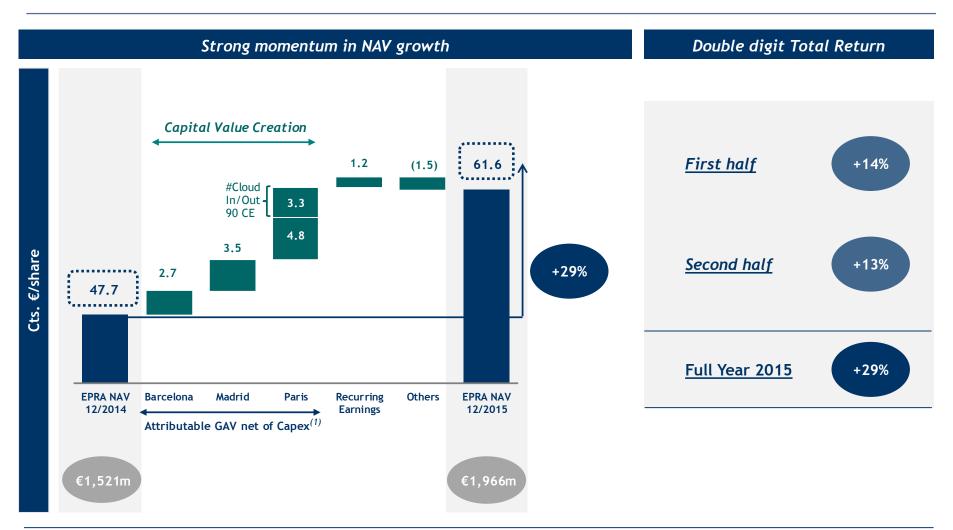
- Strong operating performance
- Important savings in financing costs
- Prime positioning & Value Added Strategies generating above average growth



Profit & Loss Accounts €m			
Results analysis - €m	2015	2014	Var
Gross Rents	231	211	20
Net operating expenses (2)	(20)	(19)	(1)
Overheads	(33)	(32)	(1)
Recurring EBITDA	178	161	17
Results associated to SIIC de Paris - recurring	0	4	(4)
Recurring financial result	(83)	(102)	18
Income tax expense & others - recurring	(12)	(8)	(4
Minority interests - recurring	(46)	(39)	(7
Recurring Earnings	37	17	20
Variation of the asset value & Provisions	715	169	546
Non-recurring financial result & MTM	(48)	(124)	76
Income tax & others - non recurring	(47)	(174)	127
Minority interests - non recurring	(242)	(98)	(144
Profit attributable before discontinued operations	415	(209)	624
Discontinued operations	0	701	na
Profit attributable to the Group	415	492	na
(2) Includes other income			

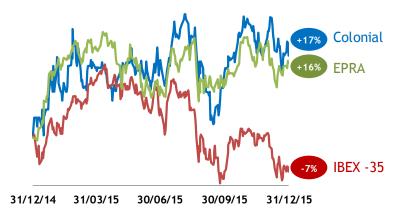
### 4 FINANCIAL REVIEW - 2015 Double Digit Growth Total Shareholder Return

Strong momentum in NAV growth, +29% year on year increase



#### Long term oriented Shareholder Base with important free float & liquidity

#### Share price performance



#### **Analyst recommendation**

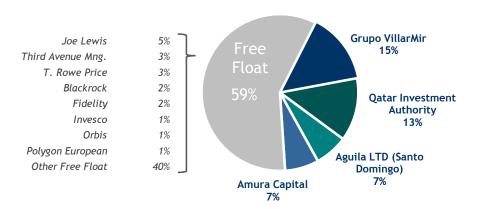


0.71 €/share

0.58 €/share

et Price - 0.95 €/share

#### High quality shareholder structure with good liquidity



Market Capitalization(1)	€2,047 m
Free Float(1)	€1,199 m
Av. Daily Trad. Vol. 2015	€7.5 m
Free Float - Turnover	159 days



### 5 GROWTH DRIVERS Acquisitions of Prime Assets in CBD

- Acquisition plan on track €475m
- Selective investment approach focus on Prime Assets in CBD

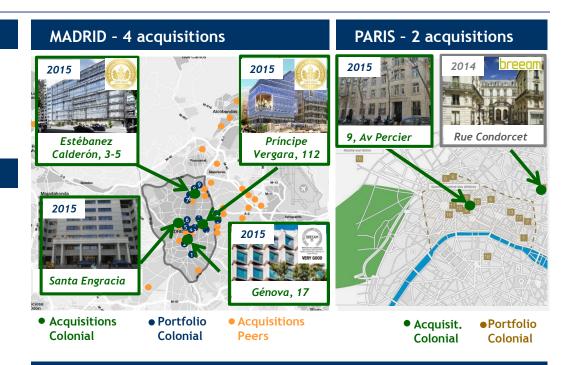
#### **Acquisition Target**

- €1,500m in 5 years
- €300m per annum

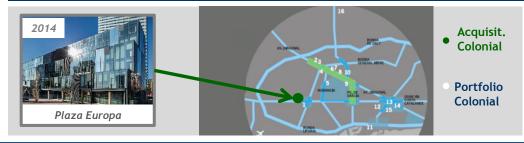
#### **Delivery YTD**

#### €475m<sup>1</sup> invested since November 2014

			€m¹
Nov 14	Condorcet	Paris	230
Dec 14	Plaza Europa	Barcelona	11
May 15	Estébanez Calderon	Madrid CBD	30
Jun 15	Percier	Paris CBD	68
Jul 15	Príncipe Vergara	Madrid CBD	31
Jul 15	Génova 17	Madrid CBD	37
Dec 15	Santa Engracia 120	Madrid CBD	68



#### BARCELONA - 1 acquisition (Plaza Europa)



1 Including transfer costs

475

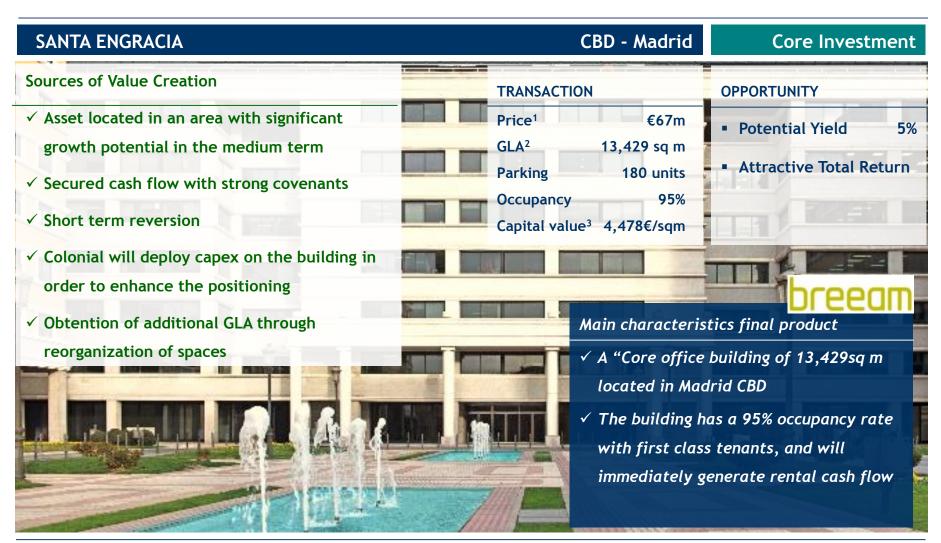
### 5 GROWTH DRIVERS Acquisitions of Prime Assets in CBD

- Attractive risk adjusted returns through selective investment approach
- Acquisition returns above target maintaining investment discipline

#### **Investments 2015 Delivery vs Target** Plaza Europa Barcelona New Business Area Core Investment Génova 17 BARCELONA Madrid Prime CBD Santa Engracia Madrid CBD £ MADRID Estébanez Calderón Prime Fractory Madrid Prime CBD Príncipe de Vergara Madrid CBD Condorcet Core Investment Paris CBD **PARIS Percier** Paris Prime CBD

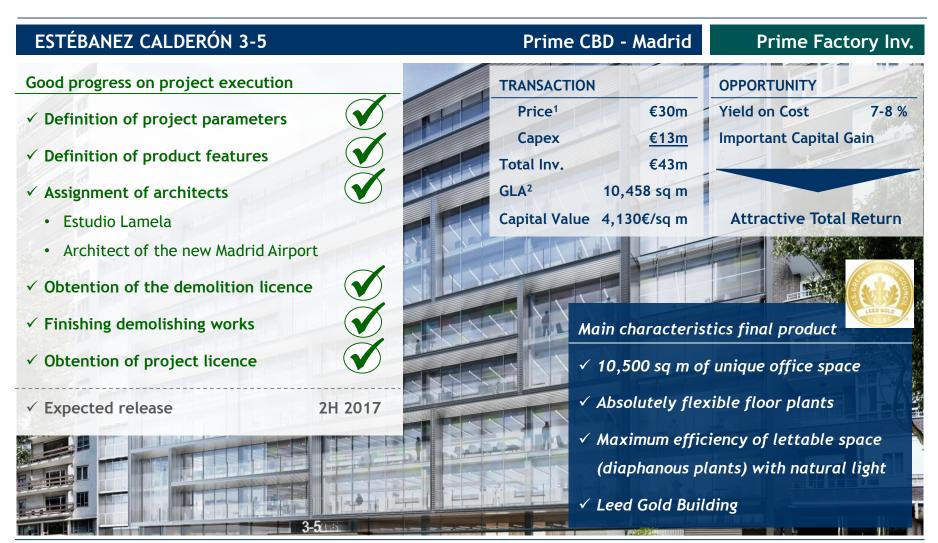
### GROWTH DRIVERS Superior Returns through "Prime Factory" Investments

A unique high-visibility building in Madrid CBD with an important growth potential



### GROWTH DRIVERS Superior Returns through "Prime Factory" Investments

Prime Factory project execution on track



1 Excluding transfer costs 2 Surface above Ground 37/45

#### **GROWTH DRIVERS** Superior Returns through "Prime Factory" Investments

Prime Factory project execution on track



#### **GROWTH DRIVERS**

Superior Returns through "Prime Factory" Investments

INITIAL

#### **CURRENT**

**FINAL** 

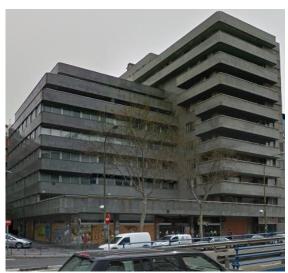


PRÍNCIPE DE VERGARA







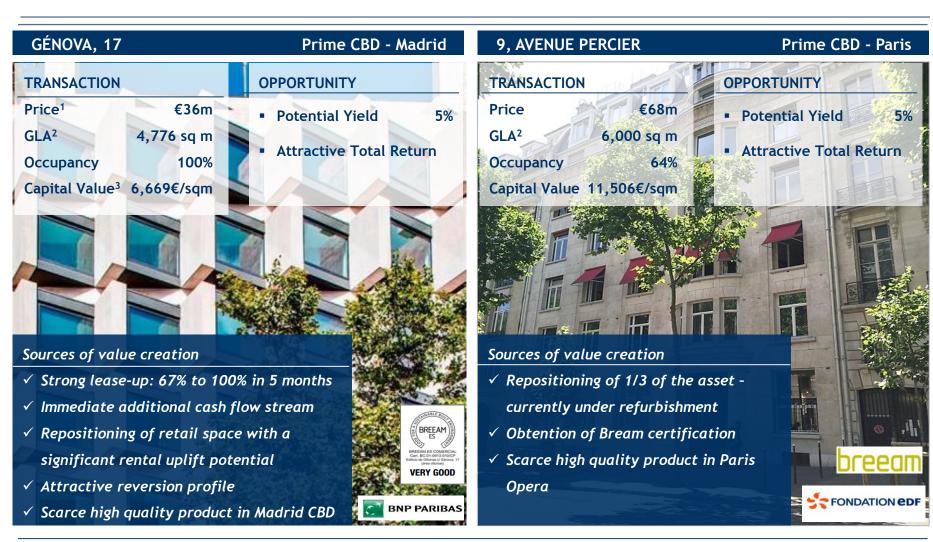






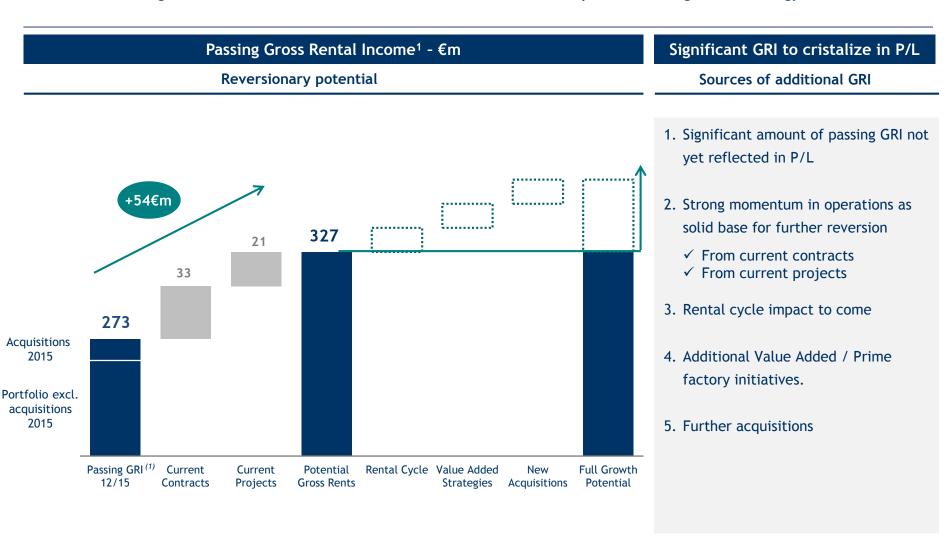
### 5 GROWTH DRIVERS "Core Investments" in Prime CBD

Complementary "Core" investments with important cash generating capacity



### 5 GROWTH DRIVERS Attractive growth profile in Gross Rents

Significant value & cash flow to be unlocked from current portfolio and growth strategy



1 Topped-up Rental Income 41/45

### 5 GROWTH DRIVERS Attractive rent roll profile to capture cycle

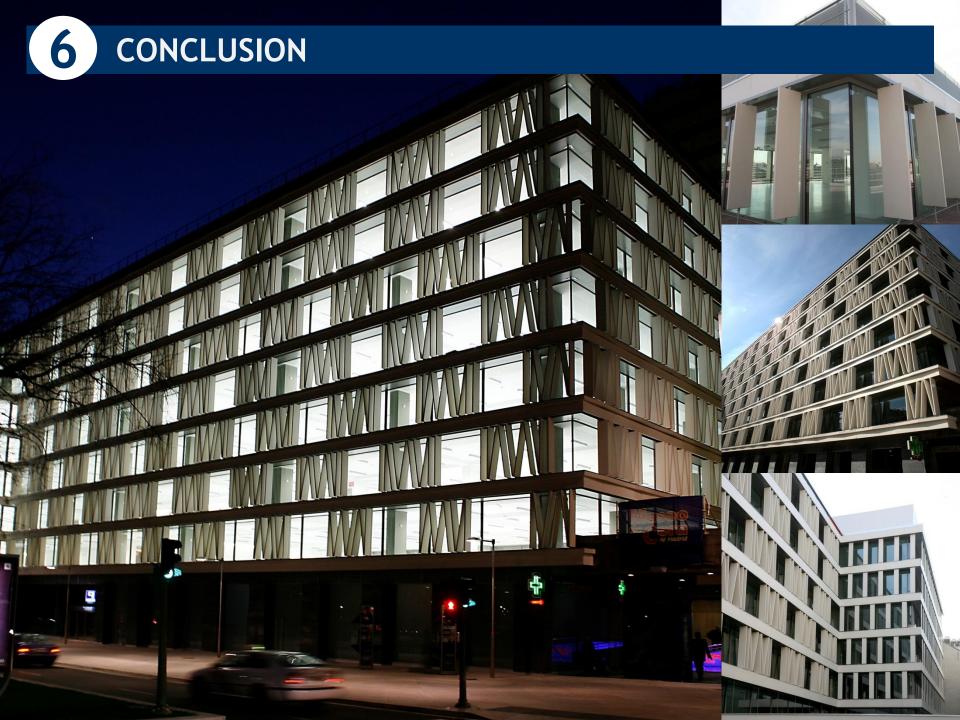
Colonial best positioned to capture the cycle in the three cities

#### European Property Clock - JLLS(1) Lyon, Oslo . Cologne • Frankfurt • Hamburg 4 Stuttgart . Munich • **Rental Growth** Rents Slowing **Falling** London WE Berlin, Dublin, London City, Luxembourg, Stockholm Copenhagen . Rental Growth Rents Manchester • Accelerating **Bottoming Out** Edinburgh Amsterdam, Barcelona, Madrid Moscow Warsaw Geneva, St Petersburg Budapest, Milan Kiev Lisbon, Paris CBD Athens, Bucharest, Dusseldorf, Brussels Helsinki, Istanbul, Prague, Rome, Zurich





(1) Source JLLS



#### 6 CONCLUSION 2015 - A year of outstanding performance

#### A year of outstanding performance in operations & financing

- Occupancy improvement as major achievement in ongoing operations
- Sustainable, strong top line growth in every market
- Value creation through prime positioning and successful project execution
- Delivery of acquisition target maintaining selective investment approach and financial discipline
- Important optimization of capital structure Investment Grade Rating
  - Superior Total Shareholder Return: +29% in 2015

#### Drivers for future value creation

Our existing Portfolio

- ✓ Locked in GRI fully to crystalize in P/L & cash flow
- ✓ Additional reversionary potential underpinned by strong momentum in operations
- ✓ Recovery play of rental cycle to be captured in every market
- ✓ Yield compression and capital value growth not exceeded
- Growth strategy with selective acquisition approach
- Value added strategies with above average returns
- Active asset allocation arbitraging markets and asset cycles
- Ongoing optimization of capital structure & credit profile

#### **Attractive Total Shareholder Return**

- 1. BoD dividend proposal<sup>1</sup> of 1.5 cts€/share -> 2.44% dividend yield on 12/15 NAV
- 2. Capital Value Return NAV growth

(1) Subject to AGM approval

