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#### **HECHO RELEVANTE**

Como continuación al Hecho Relevante publicado con fecha 18 de julio de 2017 con número de registro 254682, Colonial remite documentación de soporte a la presentación a analistas e inversores relativa a los resultados correspondientes al primer semestre de 2017, que se celebrará hoy lunes día 31 de julio de 2017 a las 14:00 horas (CET) a través de un webcast.

Los datos de conexión a la conferencia se detallan a continuación:

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Adicionalmente, la presentación de resultados estará disponible en la página web de la Sociedad.

En Barcelona, a 31 de julio de 2017.



First Half Results 2017

July 2017





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- 01 Highlights
- 02 Market
- 03 Operational performance
- 04 Financial performance
- 05 Growth drivers
- 06 Conclusion



#### PRESENTING MANAGEMENT TEAM



Pere Viñolas Chief Executive Officer



Carmina Ganyet Corporate Managing Director



Carlos Krohmer Chief Corporate Development Officer



# 01 Highlights 1H 2017 Superior risk adjusted return for shareholders





### AN EXCELLENT SET OF RESULTS

- > Total Shareholder Return: +21%
- > EPRA NAV of 8.07€/share: +11% in 6 months
- > Gross Rental Income, +3% like for like
- > Net Rental Income, +3% like for like
- > Recurring Net Income, +19%
- > Recurring EPS +15%
- > FFO per share +7%
- > Net Profit of €437m, +€200m

### STRONG OPERATIONAL PERFORMANCE

- > More than 69,000 sq m let with top tier clients
- > Solid occupancy levels at 96%
- > Double digit increase on signed rental prices
- > Ongoing execution of value added initiatives & acquisitions
- > Maximizing value through active asset allocation

### FIRM DELIVERY ON FINANCIALS

- > Strong top & bottom line performance
- > Active balance sheet management optimizing capital structure
- > Confident outlook on growth
- > Superior risk adjusted return for shareholders

# 01 Highlights 1H 2017 Ongoing consolidation of solid growth

# Excellent financial results with healthy growth

- > Total Annual Shareholder Return + 21%
- > EPRA NAV of 8.07€/share: +11% in 6 months
- > Solid GRI growth: +3% EPRA like for like
- > Recurring EPS: +15%

Return - € per share	1H 2017	YoY Var
TOTAL SHAREHOLDER RETURN		+21%
EPRA NAV per share	8.07	+19%
FFO per share <sup>12</sup>	0.101	+7%
EPS Recurring <sup>1</sup>	0.101	+15%
DPS	0.165 <sup>3</sup>	+10%
Profit & Loss - €m	1H 2017	YoY Var
Gross Rental Income	€141m	+3% EPRA LFL <sup>4</sup>
EBITDA Recurring	€109m	+3% EPRA LFL <sup>4</sup>
FFO	€37m	+10%
Recurring Net Profit	€37m	+19%
Net Profit	€437m	+90%
Balance Sheet - €m	1H 2017	
GAV Group	€8,666m	
Group LTV	36%	
Maturity Group	4.6 years	
Cost of Debt	1.97%	

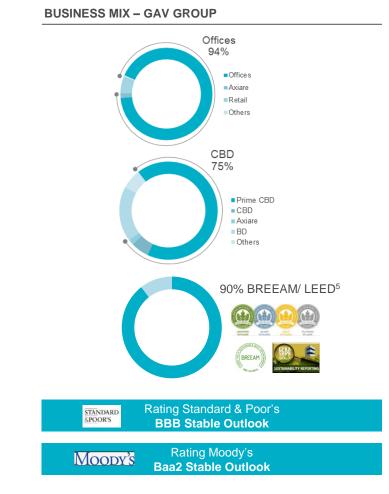
(1) Recurring EPS & FFO per share based on average NOSH

(2) Recurring FFO: Recurring Net Profit excluding amortisations and accrual of share remunerations

(3) Dividend approved by 2017 AGM on 2016 full year results

(4) EPRA like for like: Like for like variance base on EPRA BPR methodology

(5) Portfolio in operation





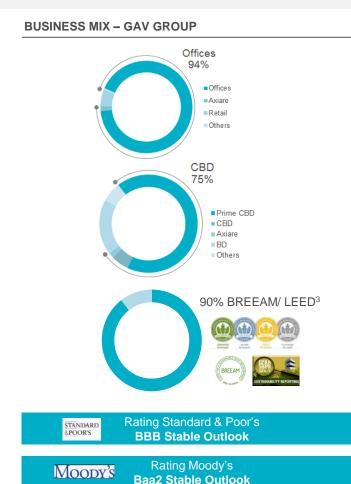
# 01 Highlights 1H 2017 Ongoing consolidation of solid growth



## Outstanding operating performance

- > EPRA Vacancy stabilized at low levels
- > Double digit rental price increases
- > Acquisition programme ahead of plan

OPERATIONAL PERFORMANCE	1H 2017
# Transactions signed	55
Volume of sq m signed	69,422
EPRA Vacancy	4%
Rental prices signed vs Previous rents <sup>2</sup>	+16%
Rental prices signed vs ERV 12/16 <sup>2</sup>	+9%
Rental prices signed vs ERV 12/15 <sup>2</sup>	+12%
Alpha II – Project <sup>1</sup>	€389m
Capex on portfolio	€29m



(1) Total expected investment amount Alpha II: acquisition price + capex of future development projects

(2) First half data 2017

(3) Portfolio in operation



Scarcity in Prime

### 02 Market

Macroeconomic context



### Macro outlook remains solid

- > Eurozone with improving fundamentas
- > Spain with attractive growth profile
- > France with accelerating positive momentum post election

#### **MARKET TRENDS**

#### **GDP GROWTH**

#### WORLD & EU

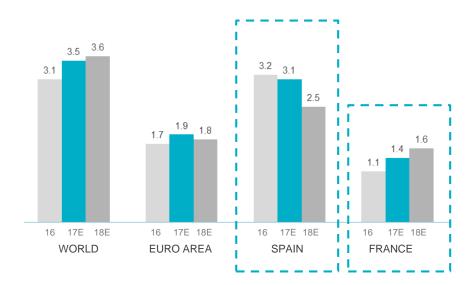
- ✓ World GDP improving +3.5% in 2017 & +3.6% in 2018
- ✓ Euro area gaining positive momentum
- ✓ Decreasing political uncertainty after French & Dutch elections

#### **SPAIN**

- ✓ Economy growing above EU average: +3.1% in 2017
- ✓ Improvement of private consumption and exports
- ✓ Progressive upwards revision of growth forecasts

#### FRANCE

- ✓ GDP growth with increasing momentum in the next years
- ✓ Lower energy prices and tax reduction in the labour market
- ✓ Positive outcome for elections as catalyst for further growth



Source: July Monthly report "la Caixa"

# 02 Market Office Market



# Micro outlook for Offices is very positive

- > Barcelona with record performance in lettings
- > Madrid strong acceleration in Q2
- > Prime Paris with very solid fundamentals

### MARKET TRENDS



#### BARCELONA

- $\checkmark$  Take-up in 1H reached historical high record with 143,000 sq m
- ✓ High increase in letting transactions above 1,500 sq m (+68%)
- ✓ Strong interest from internet and e-commerce companies pushing 22@market
- ✓ Vacancy of Grade A/B+ buildings in CBD below 2%





#### MADRID

- ✓ Accelerating take up in 2Q (+60%) with very positive outlook for 2H of the year
- ✓ 50% of take-up coming from business creation or expansion of operations
- ✓ Decrease of office stock due to change of use to residential
- ✓ **Prime rents** reaching **€30/sq m/month** for the first time since last peak

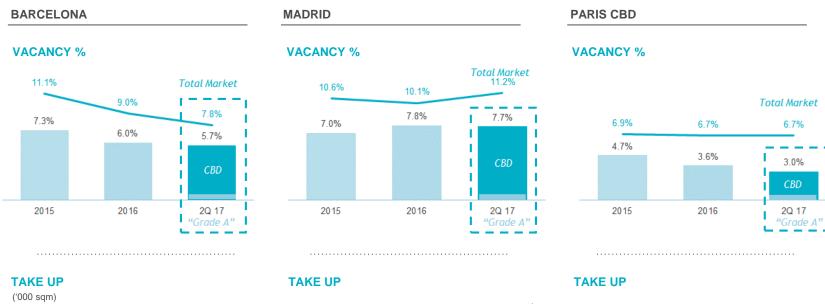
#### PARIS

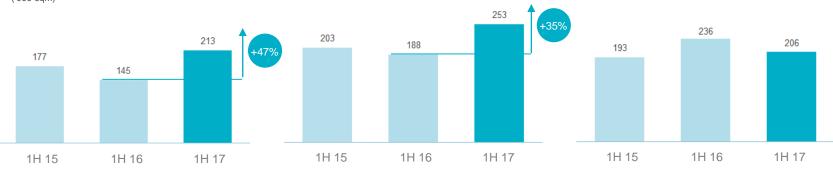
- ✓ Take-up above 1,150,000 in 1H, +4% year on year
- ✓ South Paris reached high levels of dynamism thanks to the lack of availability in CBD (only 3.6%)
- ✓ Consensus expecting **rental growth in Paris CBD** in the short term
- ✓ Investment activity increasing given the good prospects of the French economy after Macron victory



### Increasing take-up faces scarcity of Grade A product in CBD

- > Vacancy in CBD far below total market ratio
- > Grade A product in CBD almost inexistent
- > Take up gaining substantial momentum



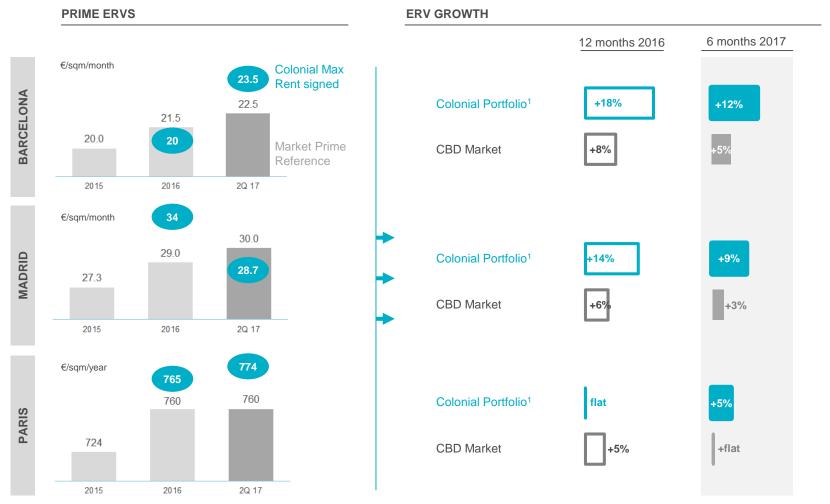


### 02 Market

Colonial – Unparalleled leadership rental price perfomance

# Colonial as leading market indicator for rental price growth

- > Colonial portfolio setting the benchmark in prime rental levels
- > Colonial's growth outperforming the prime market



(1) ERV Growth 12 months: Q416 vs ERV12/15 & ERV Growth 6 months: Q217 vs ERV 12/16



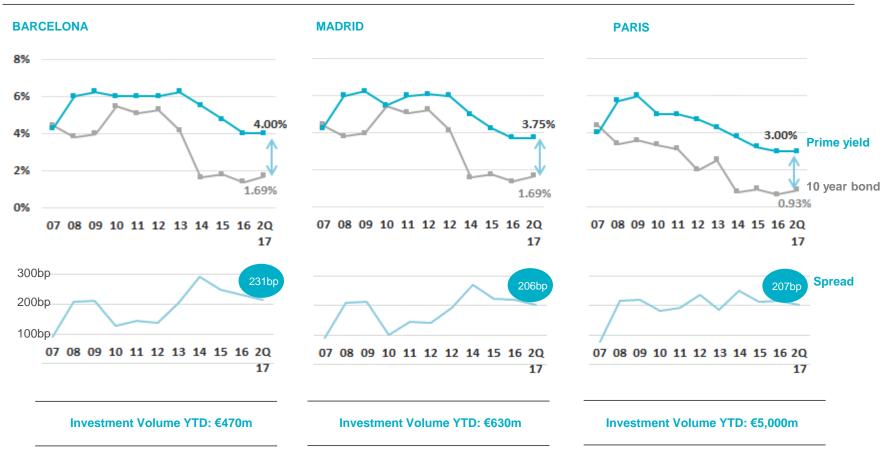
# 02 Market Investment Market



# Investment markets remain strong

- > Interest for prime remains very strong
- > Spread vs reference rates healthy
- > Rental growth main driver for future capital value growth

#### PRIME YIELDS (1)

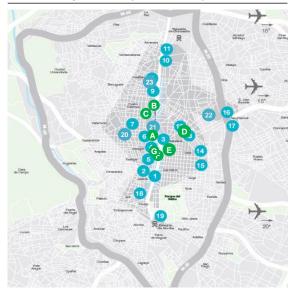


# 02 Market Investment Market

# Investor interest for prime product remains strong

- > Significant capital value increases in recent quarters
- > Colonial's assets with prudent appraisal values

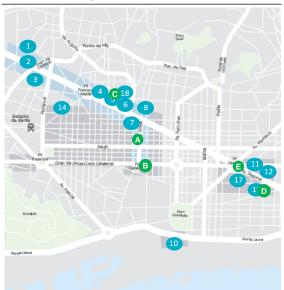
#### Madrid City Center (inside M30)



#### Latest investment transactions inside M30

	Price	Cap. Value
A Plaza de Colón, 1 <sup>(1)</sup>	58	14.834
B Paseo de Recoletos, 5	33	9.863
C Gran Vía 18	44	9.430
D Suero de Quiñones 42	38	8.209
E Alcalá 17	23	7.667
F Fernando el Santo 20	20	6.839
G Miguel Ángel, 23 (1)	53	6.675
CBD Transactions - Average	269	8.408
Colonial Average (06/17 appraisa	l)	5.566

#### **Barcelona City Center**



#### Latest investment transactions in city center

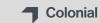
	Price Ca	p. Value <sup>(3)</sup>
A Passeig de Gracia, 81 <sup>(1)</sup>	30	9.458
BFontanella 6-8	20	6.030
C Travessera de Gracia, 47-49	41	4.620
DPallars 190	21	4.122
EAv. Diagonal, 211 - Torre Agbar <sup>(1)</sup>	142	3.775
<b>CBD Transactions - Average</b>	254	5.601
Colonial Average (06/17 apprais	al)	4.367

#### Paris CBD

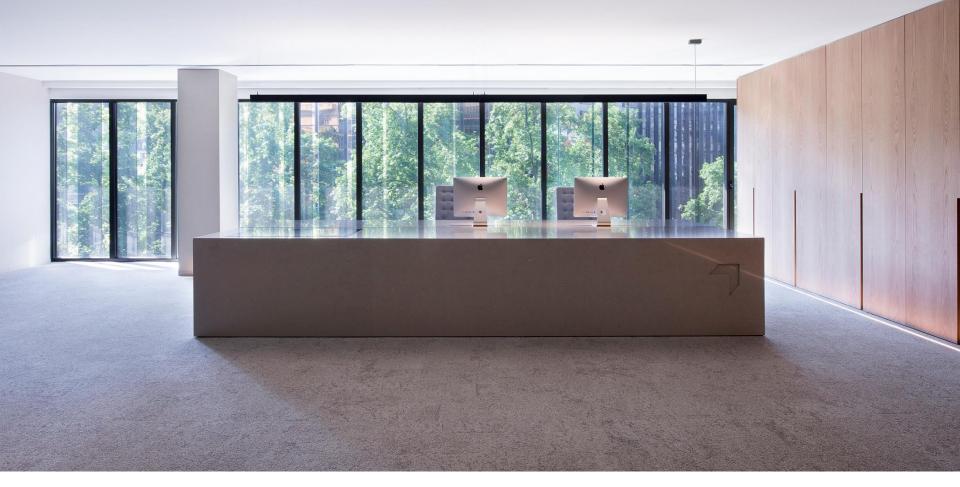


#### Latest investment transactions in Paris CBD

	Price (2)	Cap. Value <sup>(3)</sup>
A Rue de la Baume, 20	128	21.317
B Rue Leroux, 4	32	19.482
C Rue de la Boétie, 81-85	62	19.207
PRue de Londres,43-51	349	17.450
E Av. De l'Opéra, 5	108	15.582
F Rue de Madrid, 7	109	10.381
<b>CBD Transactions - Average</b>	519	17.236
Colonial Average (06/17 apprais	al)	15.224



# 03 Operational performance



Offering the better site



# STRONG LETTING PERFORMANCE

# 03 Operational performance Letting activity with strong momentum



# Prime positioning ensures strong letting performance

- > More than 69,000 sq m signed in 55 transactions
- > Incentives far below market average
- > Solid occupancy level across all segments



(1) Annualized figures of signed contracts

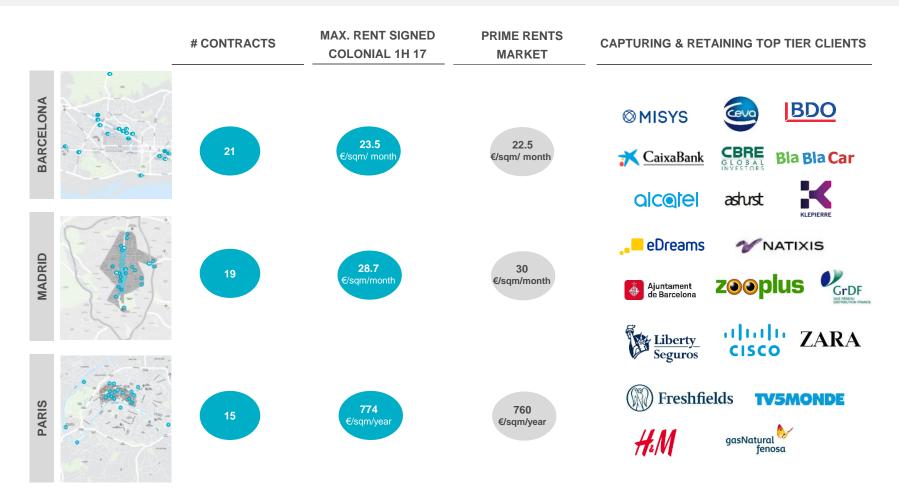
(2) Incentive ratio = economic rents/ facial rents -1

(3) Financial occupancy calculated according to EPRA vacancy methodology



# Prime positioning captures top tier clients paying maximum rents

- > High quality premises attract and retain top tier tenants
- > Colonial captures rental prices at the top of the market
- > Colonial portfolio as the reference for prime rents



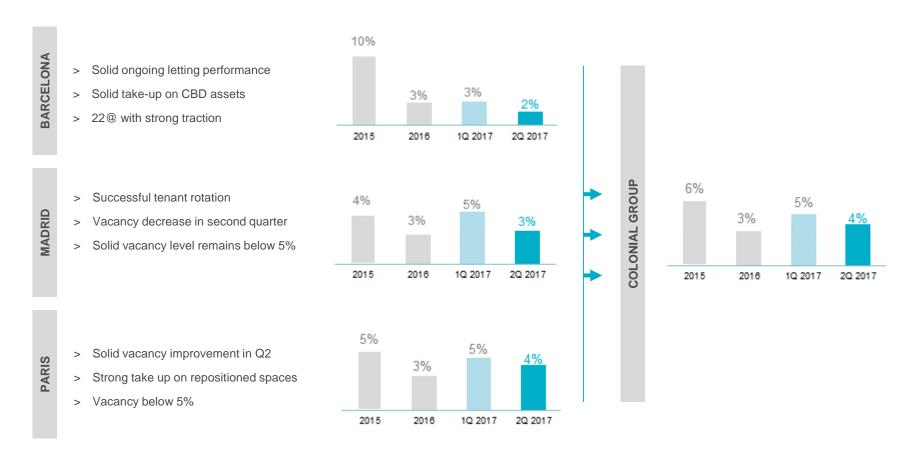
# 03 Operational performance Outstanding Occupancy levels through prime positioning



## Attractive tension between low vacancy and new available space

- > Release of fully repositioned floors in CBD
- > Optimization of tenant profile through rotation
- > Solid occupancy levels that guarantee negotiation power

#### **EPRA VACANCY**



# **03 Operational performance** Outstanding Occupancy levels through prime positioning

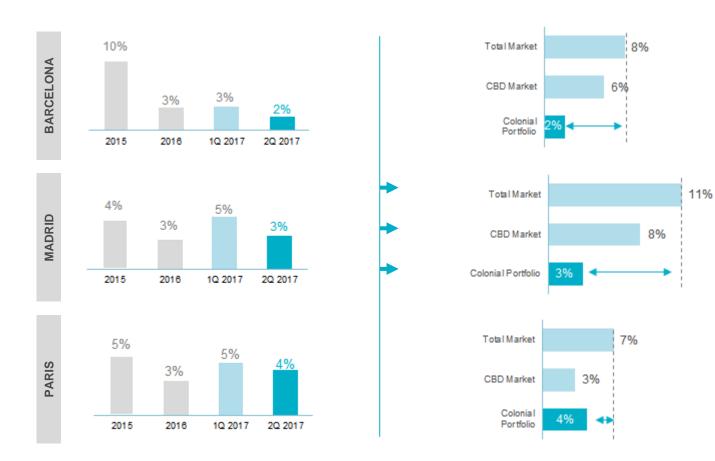


### Colonial portfolio outperforming the market on occupancy

- > Colonial with solid vacancy levels in every city
- > Colonial vacancy clearly beats market average
- > Levels around 5% provide a solid base to capture rental growth

#### EPRA VACANCY

### VACANCY COLONIAL VS. MARKET



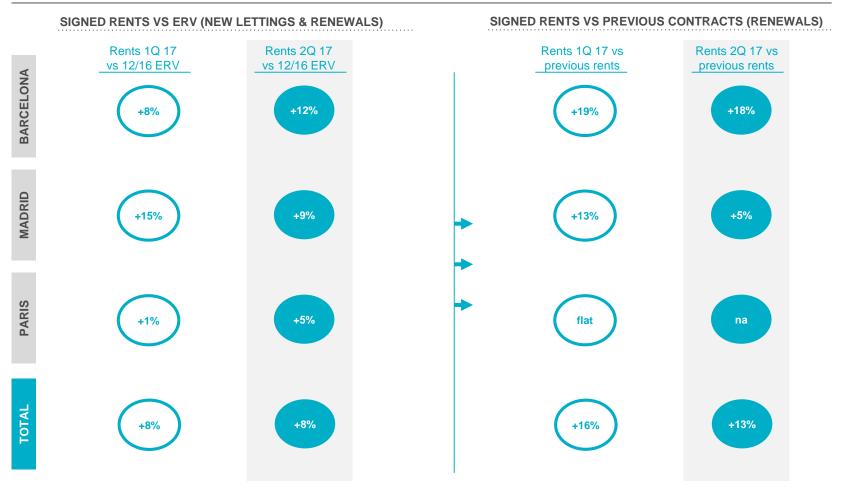
# 03 Operational performance Strong delivery on rental price increases



# Colonial as leading market indicator for rental price recovery

- > Solid consolidation of rental price increases
- > Rents above 12/16 ERV in every city
- > Highly positive release spreads

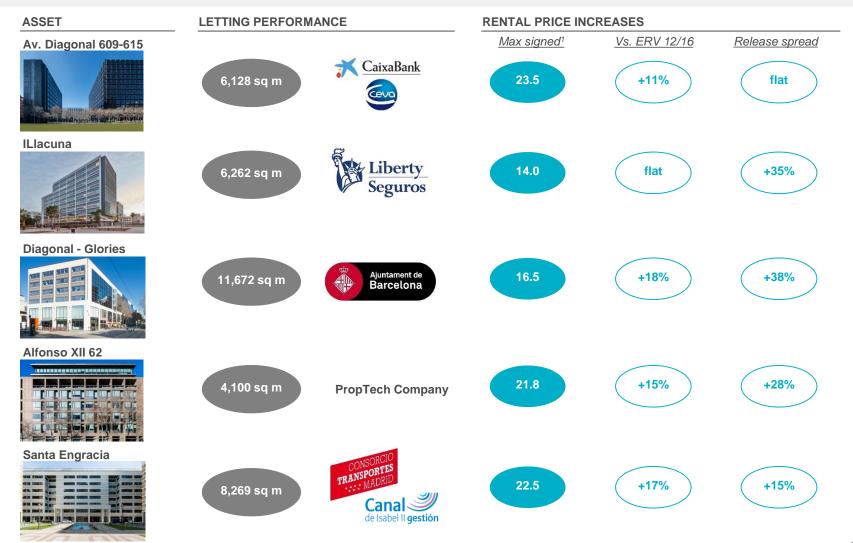
### SOLID INCREASE IN RENTAL PRICES



# 03 Operational performance Solid performance on every contract negotiation



- > Capturing rental growth on ERV reference
- > Outstanding release spreads



(1) ERV rental price (€/sq m/ month)

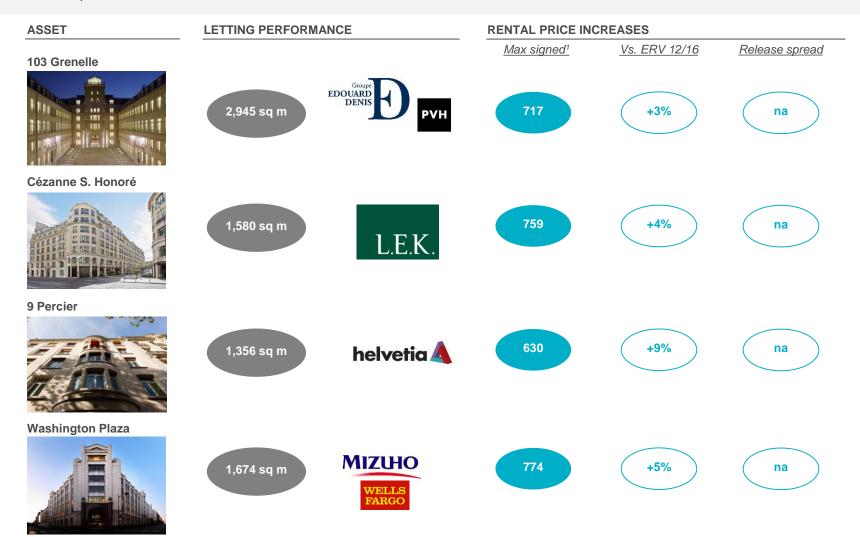
**Colonial** 

# 03 Operational performance

Solid performance on every contract negotiation

# Price portfolio with strong performance

- > Capturing high end rents with top tier clients
- > Rental prices above ERVs



Colonial

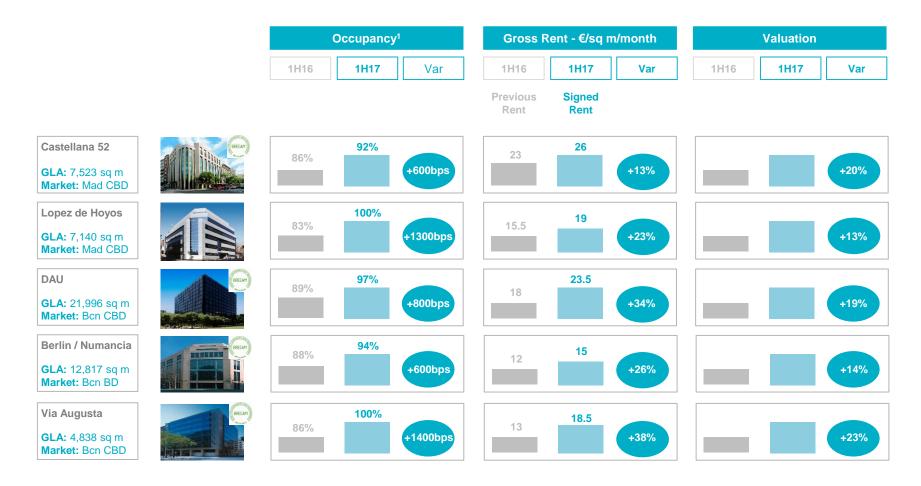


# VALUE CREATION THROUGH REAL ESTATE TRANSFORMATION

# 03 Operational Performance Delivery on repositioning program in Spain



- > Attractive returns through active asset management
- > Additional value creation through created ERV and yield compression
- > Current portfolio as a continuous source of value creation



**Colonial** 

### 03 Operational Performance

Crystalizing real estate value in recent acqusitions

# Solid real estate workout on recent acquisitions

- > Attractive returns through active asset management
- > Additional value creation through created ERV and yield compression
- > Crystalizing embedded fundamental value trough real estate transformation



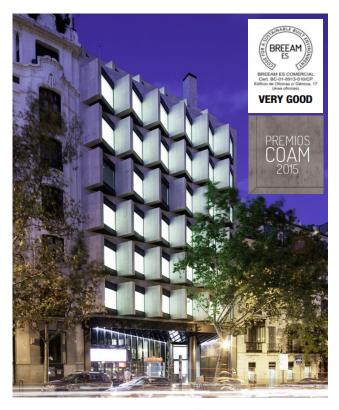


# 03 Operational performance Ongoing delivery of value added initiatives in Madrid – Génova 17

# Proven capacity to create superior returns through active asset management

- > Letting up of vacant spaces up to 100% occupancy with Top Tier clients
- > Re-leasing of retail space at 38,5 €/sq m/month with 119% increase vs previous rent

### GÉNOVA 17 - ACQUISITION 2015







### **New contract signed** 38.5 +119% vs (1,038 sq m) in the €/sqm/month **Previous** retail space July 2015 <u>1H 2017</u> 66% 100% +3300bps Occupancy Occupancy 0.8€m 1.4€m Annualized +75% Annualized GRI GRI

+18% Value Creation vs. acquisition price

### MAIN KPIS SINCE ACQUISITION JULY 2015



### **03** Operational performance

Ongoing delivery of value added initiatives in Paris – 9, Percier

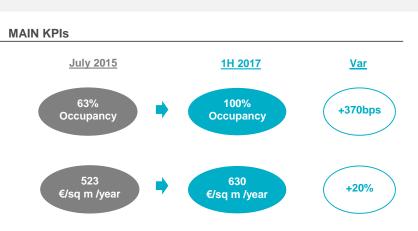
### ERV uplifts & value creation through real estate transformation

- > Creating best-in-class places for our tenants
- > Identifying the right positioning and strategy for every individual building

#### 9, PERCIER ACQUISITION 2015







#### +41% Value Creation vs. acquisition price

Transformation of an average asset into a high quality premise in the CBD

- > Renovation & modernization of floors
- > Installation of new efficient climate and energy management system
- > Upgrade of common areas to SFL's standards
- > Transformation in three phases, floor plate by floor plate

Colonial

### **03** Operational performance

Ongoing delivery of value added initiatives in Barcelona - Berlin / Numancia



# ERV uplifts & value creation through real estate transformation

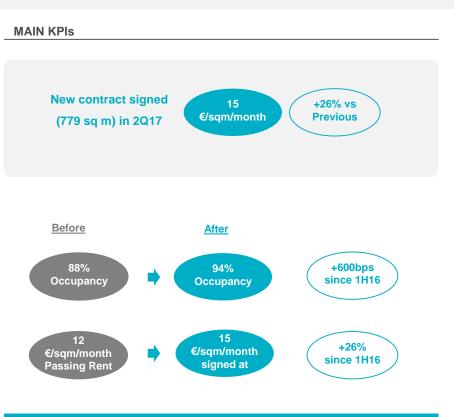
- > Restyling and reorganization of lobby
- > Created ERV uplifts & yield compression

#### Berlin / Numancia

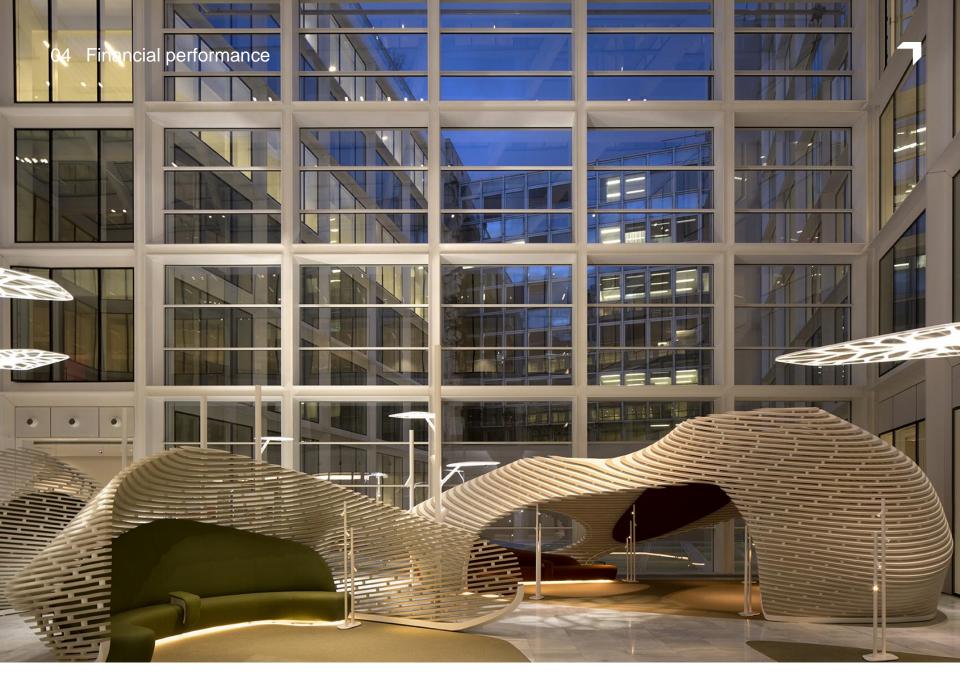








+14% Value Creation after asset real estate transformation



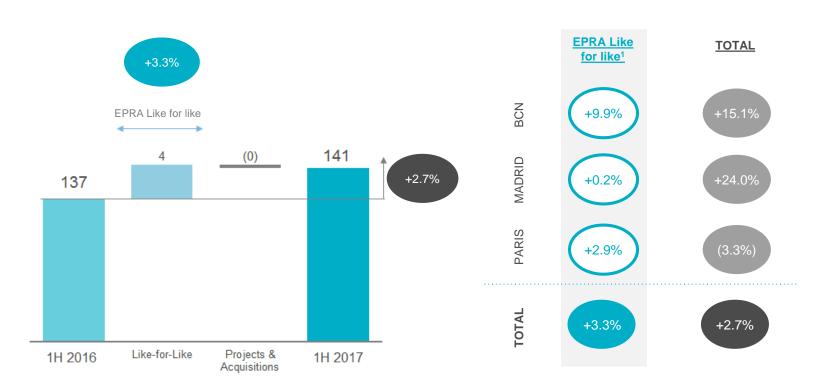
Superior risk adjusted returns

04 Financial performance Strong underlying rental growth

# GRI increase underpinned by solid like for like

- > Barcelona with strongest growth
- > Madrid temporary flat due to AlfonsoXII tenant rotation
- > Paris portfolio delivers like for like above market average

### GROSS RENTAL INCOME - €M



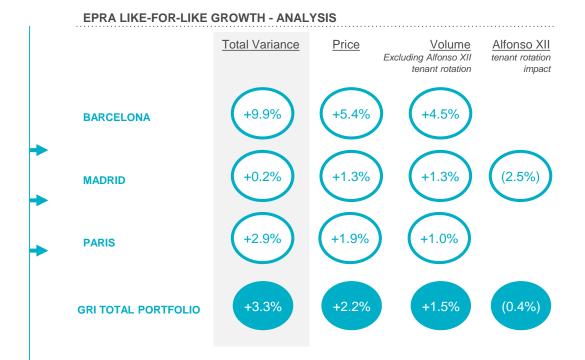


04 Financial performance Strong underlying rental growth

### Strong underlying growth in every market

- > Captured rental prices increases as important driver of like for like
- > Barcelona with outstanding price impact in like for like
- > Madrid with temporary impact from Alfonso XII tenant rotation

### LIKE FOR LIKE VARIANCE<sup>1</sup> – GRI & NRI



Solid like for like growth in every market

✓ Barcelona outstanding with +10% like for

like, especially driven rental price increases

- ✓ Madrid with temporary impact from tenant rotation in Alfonso XII, rest of portfolio with solid like for like
- ✓ Paris remains solid at +3% driven by
  Edouard VII, #Cloud & Washington Plaza

Colonial

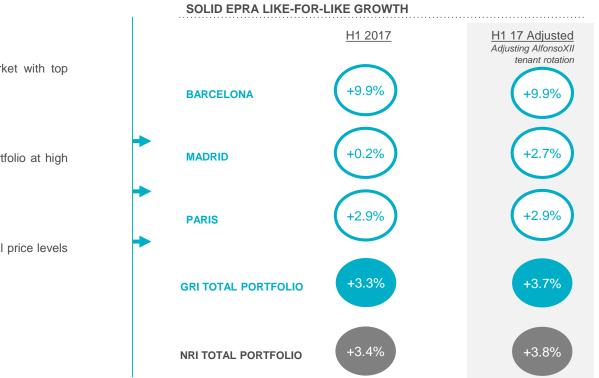
<sup>&</sup>lt;sup>1</sup> Like for like variance calculation based on EPRA best practice methodology

04 Financial performance Strong underlying rental growth

# Strong underlying growth in every market

- > Close to +4% like for like increase in Net Rental Income
- > Madrid portfolio with +3% like for like (excluding the Alfonso XII tenant rotation)
- > France with solid +3% like for like growth

### LIKE FOR LIKE VARIANCE<sup>1</sup> – GRI & NRI



Strong positioning in the market with top quality product

- ✓ Solid letting up of the portfolio at high end prices
- Capturing maximum rental price levels
  in the market

<sup>1</sup> Like for like variance calculation based on EPRA best practice methodology



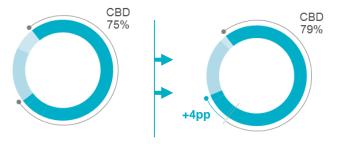
# 04 Financial performance Agreement on In & Out divestment

# Real estate value creation through the full value chain

- > Capturing optimal point in specific asset life cycle
- > Asset rotation as source of value creation

#### DISPOSAL OF IN&OUT AT ITS PEAK VALUE





#### **REAL ESTATE VALUE CREATION**

# Agreement with significant premium on 12/16 appraisal

- > Capturing returns through the full value chain
  - 1. Identifying the opportunity
  - 2. Transformation through redevelopment
  - 3. Letting to top Tier client at best terms
  - 4. Crystalizing a premium to appraisal
- > Reducing exposure to secondary at optimal market timing

"Boulogne-Billancourt market yield compression <4%"

> Reinforcing the group capital structure



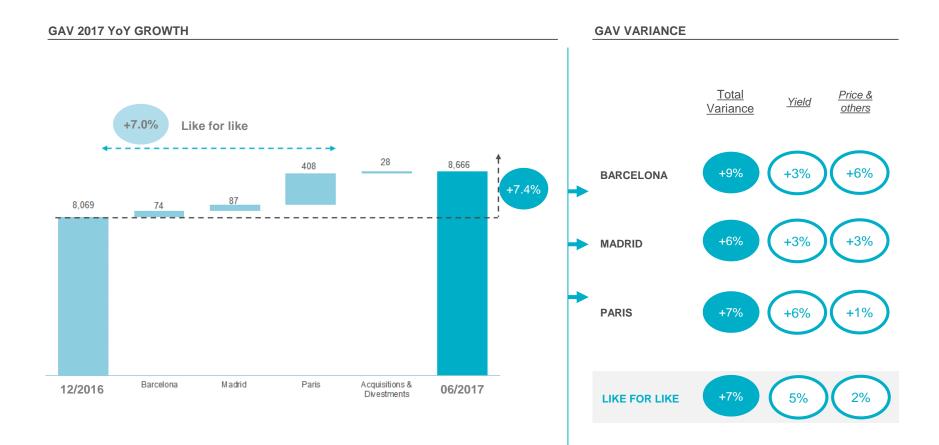
#### 04 Financial performance Strong underlying growth in Asset \

**T** Colonial

Strong underlying growth in Asset Values

### Gross Asset Value of €8,666m (€9,103m including transfer costs)

- > +7% like for like growth in 6 months (+11% like for like in year)
- > Solid growth rates in every segment
- > Healthy combination of yield & price as value drivers

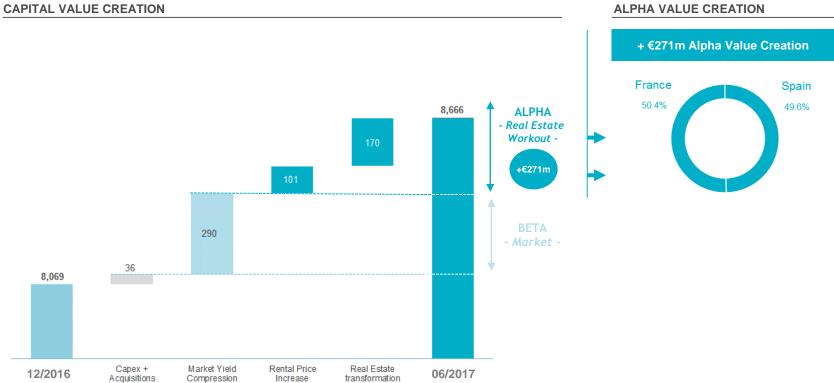


### 04 Financial performance Strong underlying growth in Asset Values



### Gross Asset Value of €8,666m (€9,103m including transfer costs)

- > Real estate management ("Alpha") as main driver of value creation
- > Real estate transformation and capturing rental prices increase important value drivers
- > Alpha value creation generated in every market

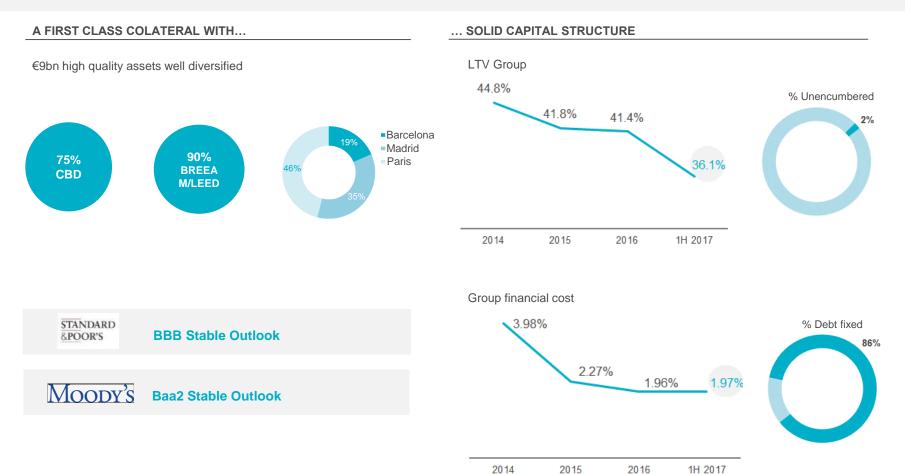


### 04 Financial performance A solid capital structure



### A high quality collateral underpinned with a solid financial structure

- > An unparalleled high quality collateral diversified in three cities
- > A financial structure with solid LTV levels
- > A strong credit profile with competitive costs



# 04 Financial performance

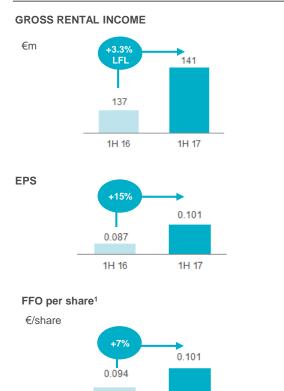
Positive momentum in earnings

## Significant increase in Group Net Profit through

- > Delivery of strong increase in Gross Rental Income
- > Solid asset value growth through active real estate management
- > Savings in financing costs & positive Socimi impact in taxes

#### STRONG TOP & BOTTOM LINE PERFORMANCE

#### **PROFIT & LOSS ACCOUNT**



Results analysis - €m	1H 2017	1H 2016	Var.
Gross Rents	141	137	+3%
Net operating expenses <sup>(1)</sup>	(13)	(10)	
Overheads	(19)	(17)	
Recurring EBITDA	109	109	
Recurring financial result	(38)	(40)	
Income tax expense & others - recurring	(5)	(6)	
Minority interests - recurring	(29)	(32)	
Recurring Earnings	37	31	+19%
Asset revaluation	523	354	+48%
Non-recurring financial result & MTM	(0)	(2)	
Income tax & others - non-recurring	48	(12)	
Minority interests - non-recurring	(170)	(141)	
Profit attributable to the Group	437	230	+90%

### Colonial

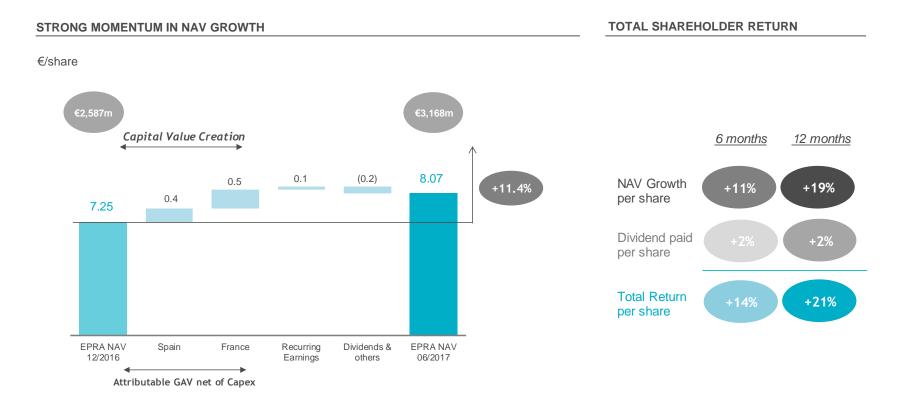
1H 17

1H 16

### 04 Financial performance Superior Risk Adjusted Returns

### 21% Total Shareholder Return 2017 (year-on-year)

- > EPRA NAV of 8,07 €7share, + 11% in 6 months
- > Value creation with strong "Alpha component" through real estate transformation
- > Total return among the highest in the sector

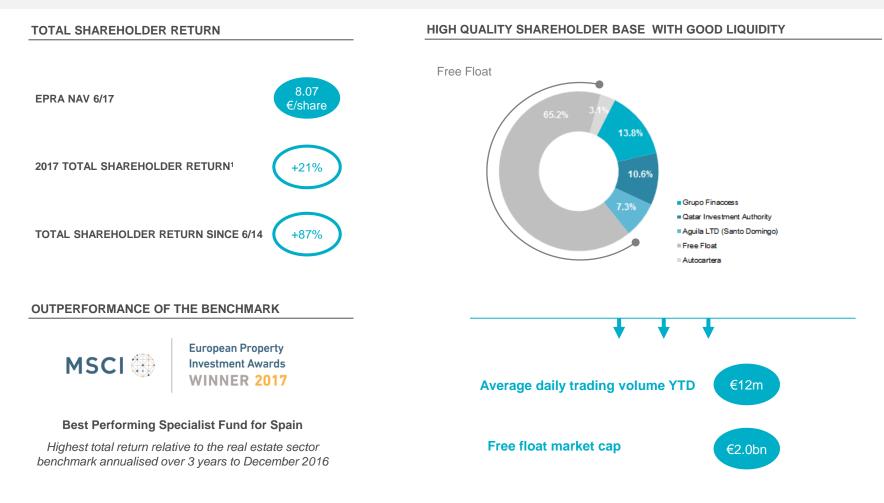




### 04 Financial performance Superior Risk Adjusted Returns

#### Colonial with solid delivery on returns

- > Superior total returns outperforming the benchmark
- > Close to +90% total shareholder return since recap of the Spanish sector
- > Strategy backed by long term oriented high quality shareholder base with solid liquidity and free float





### 04 Financial performance Superior Risk Adjusted Returns

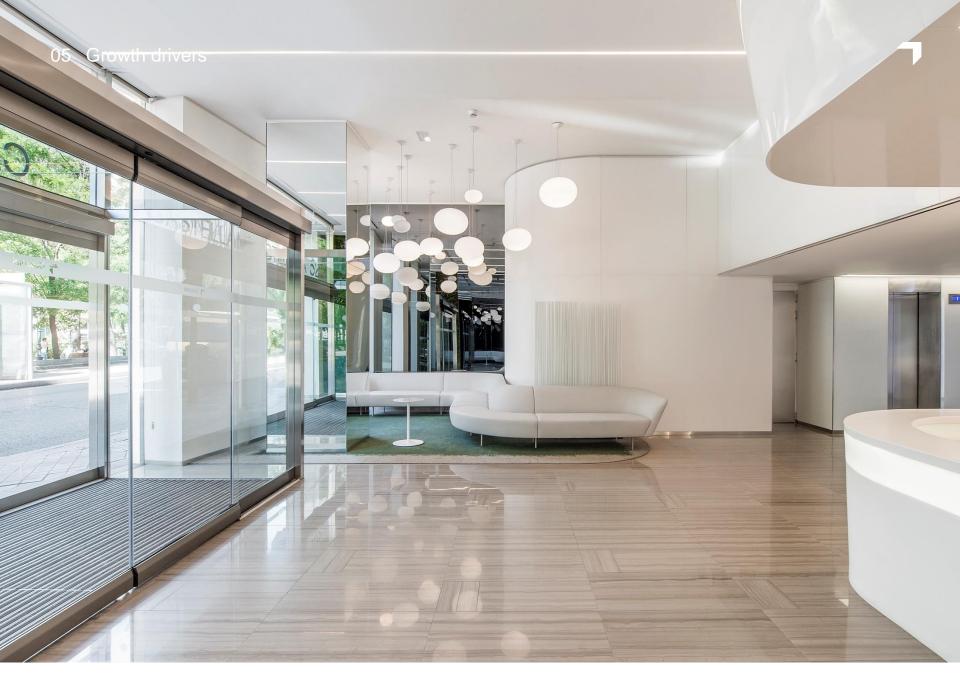


### Solid share price performance with attractive risk adjusted returns

- > Capital markets recognize solid delivery of the group
- > Colonial shares offer a "flight to quality play" with attractive risk adjusted returns



Jan-17 Mar-17 May-17



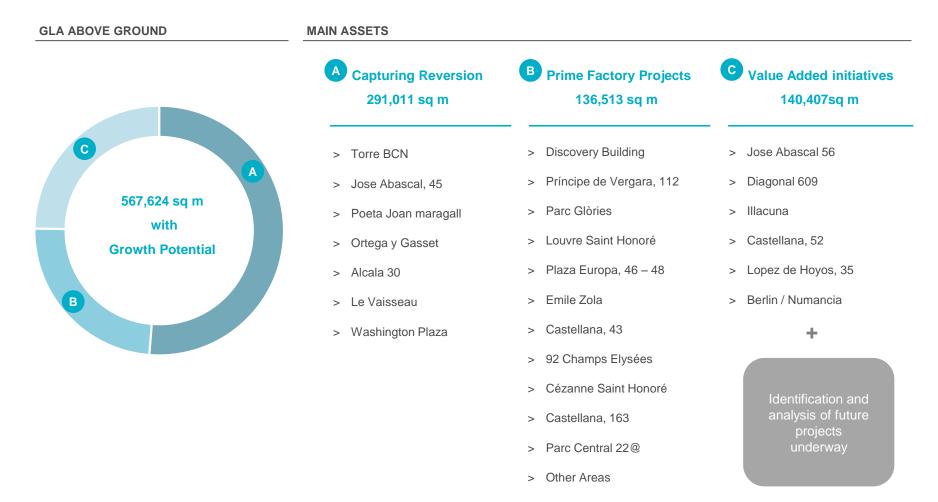
Value creation through real estate transformation

A portfolio with growth potential



### A significant part of the portfolio under workout to unlock further value

- > A huge volume of contracts to capture reversion in coming years
- > More than 136.000 sqm GLA of an attractive project pipeline
- > Delivery and identification of new value added initiatives underway



Capturing reversion of current portfolio on track

#### Colonial well positioned to capture rental growth

- > Portfolio with prime exposure to attractive growth markets
- > Attractive rent roll profile, especially in Spain
- > Underrented contract portfolio



#### CONTRACT PORTFOLIO 06/17

Market rents vs current passing rents







A solid growth profile based on an attractive project pipeline

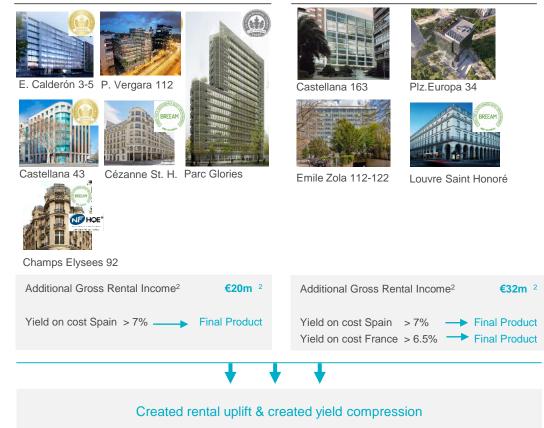
#### A very attractive Project pipeline

- > Significant amount of additional rental income for the coming years
- > Additional value creation through created yield compression
- > Top product at optional market timing

#### PROJECTS AND REFURBISHMENTS

	<u>GLA<sup>1</sup></u>
Discovery Building	10,152
Príncipe de Vergara, 112	11,368
Parc Glòries	24,551
Louvre Saint Honoré	16,000
Plaza Europa, 34	14,306
112 – 122 Avenue Emile Zola	20,340
Castellana, 43	5,998
92 Champs Elysées	3,381
Cezanne Saint Honoré	1,544
Castellana, 163	10,910
Parc Central 22@	14,737
Other Areas	3,225
Total	136,513
Capex program €m	€295m <sup>3</sup>

#### 2017 - 18



Prime product to capture market recovery

2019 - 22

#### <sup>(1)</sup> GLA above ground

<sup>(2)</sup> Figures as of 06/17 excluding development of Parc Central and only marginal rental increases to passing rents on partial surface repositioning (Washington Plaza, Cézanne SH, Castellana 163) <sup>(3)</sup> Excluding Parc Central development

Colonial

Delivery on value added & prime factory projects

### Solid progress on execution Discovery Project

- > Project design optimizing maximum space efficiency
- > Ongoing façade works
- > Good commercialization prospects above initial expectations

#### **DISCOVERY BUILDING (ESTÉBANEZ CALDERÓN)**





Delivery on value added & prime factory projects

### Solid progress on execution Principe de Vergara

- > Highly sought after design due to its high number of terraces
- > Ongoing construction of building structure
- > Current rental price negotiations beating expectations

#### PRINCIPE DE VERGARA 112

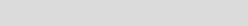








Delivery on value added & prime factory projects



### Castellana, 163 (Madrid) and Plaza Europa, 34 (Barcelona) on track

- > Designing the unique products together with the architects
- > Best products for solid markets

#### **CASTELLANA 163**

#### > Architect assigned

> Start of the works in 3Q 2017



#### PLAZA EUROPA 34

#### > Architect assigned

#### > Optimized design of floor plates and common areas



Colonial

Delivery on value added & prime factory projects

#### Solid progress on Paris projects

- > Significant value creation potential due to a deep redevelopment of the asset
- > Attractive value to be unlocked through +10%-15% additional GLA
- > City center market segment (close to EiffelTower) with good growth prospects

#### 112, EMILE ZOLA

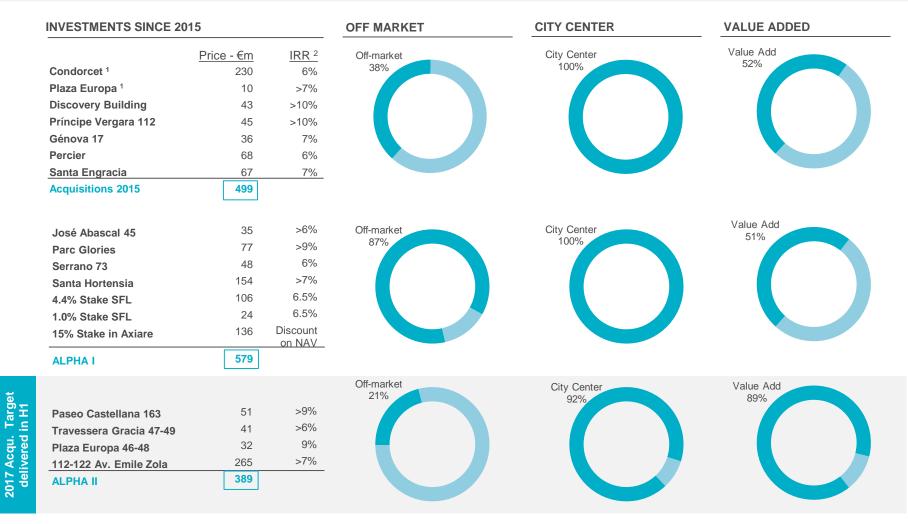




Implementation of selective acquisition programme on track

### Acquisition programme on track

- > Sourcing prime sites with unique market positioning
- > Unlocking value through real estate transformation
- > Additional pipeline under analysis



<sup>(1)</sup> Investments materialized in November and December 2014 respectively

(2) 10 year ungeared asset IRR

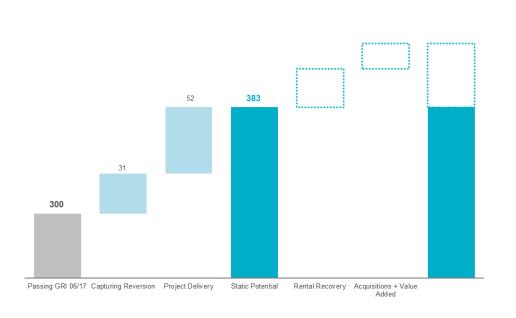
Colonial

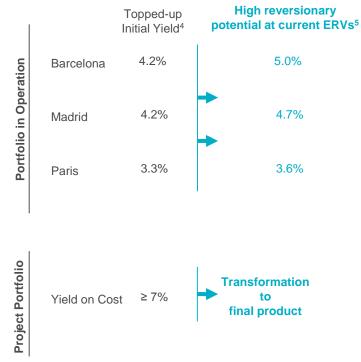
Healthy returns through a high quality growth profile

### A solid base for high quality growth

- > Capturing reversion with the best positioned office platform
- > Unlocking value through real estate transformation
- > Delivery on acquisition programme with investment discipline

#### Passing GRI <sup>1</sup> – Uplift Potential (€m)





Potential for Yield compression & reversion

<sup>1</sup>Topped-up passing GRI <sup>2</sup>Cap rate for exit value in 10Y DCF valuation <sup>3</sup>Market analysts in Spain report gross yields and in France net yields <sup>4</sup> Topped-up Initial Gross Yield for Spain & Net Yield for Paris <sup>5</sup> 100% 06/17 ERV Gross Yield for Gross & Net Yield for Paris

**T** Colonial







#### DELIVERY IN OPERATIONS WITH SOLID RENTAL PRICE INCREASES

- > Strong letting momentum capturing top tier clients
- > Solid occupancy levels at 96%
- > Double digit increase on signed rental prices
- > Ongoing execution of value added initiatives

#### STRONG FINANCIALS

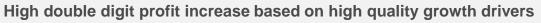
- > Solid like-for-like growth in rental income
- > Healthy growth profile underpinned by high quality asset base
- > Additional value creation through asset rotation
- > Active balance sheet management optimizing capital structure
- > Strong top & bottom line performance

#### CONFIDENT OUTLOOK

- > CBD markets and Colonial portfolio with solid growth perspectives
- > Colonial best positioned to capture rental cycle
- > Significant value creation through attractive project pipeline
- > Acquisition plan well ahead of target with high confidence on further delivery
- > Strategy with superior risk adjusted returns



### APPENDICES Positive momentum in earnings

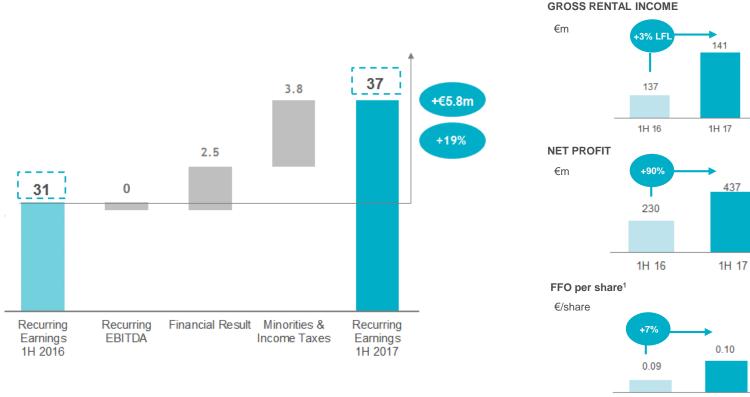


- 1. Solid GRI increase
- 2. Optimized financing through active liability management
- 3. Increase in SFL stake from 53.1% to 58.5% (Alpha I)

#### **PROFIT & LOSS ACCOUNT**

#### STRONG TOP & BOTTOM LINE PERFORMANCE

Colonial



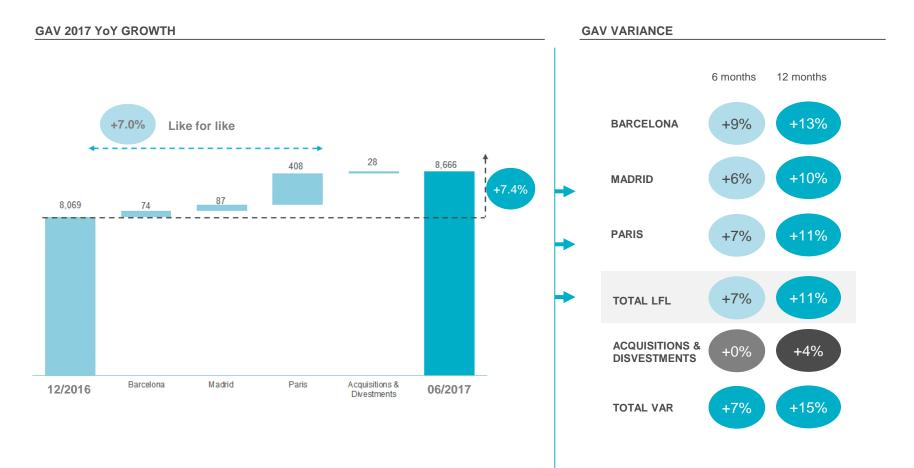


### APPENDICES June 2017 Gross Asset Value



### Gross Asset Value of €8,666m (€9,103m including transfer costs)

- > +7% like for like growth in 6 months (+11% like for like in year)
- > Solid growth rates in every segment
- > Significant value growth through real estate transformation

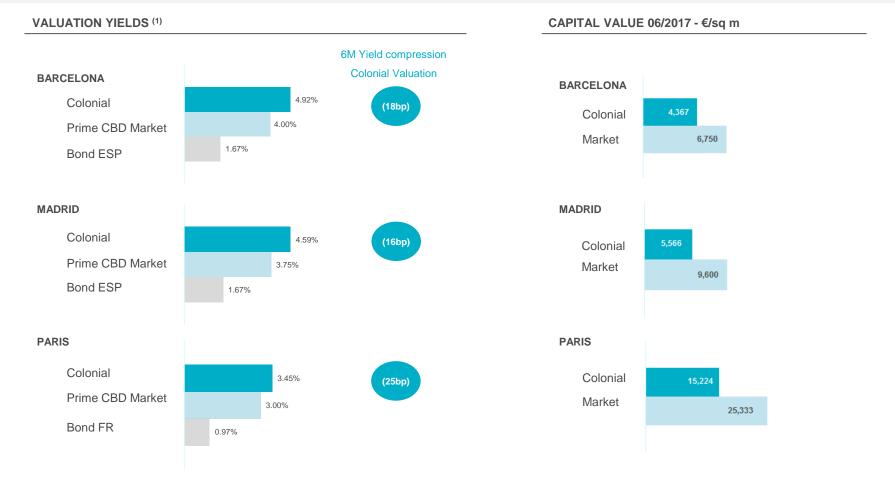


### APPENDICES Attractive valuation levels of current portfolio

Colonial

### Important value potential through Re-Rating to current market

- > Colonial valuation yields still above market levels
- > Colonial capital values significantly below recent transactions evidence
- > Full impact of rental growth still to come through



### APPENDICES A solid capital structure



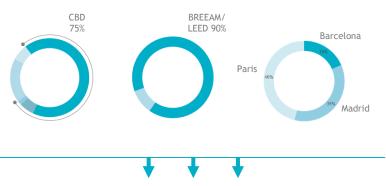
### A high quality collateral underpinned with a solid financial structure

- > An unparalleled high quality collateral diversified in three cities
- > A solid finance structure with competitive financing costs
- > A strong credit profile

#### A FIRST CLASS COLATERAL

More than €8bn of high quality assets

- 1. Strong CBD exposure with prime product
- 2. Highest sustainability standards
- 3. Adequate diversification

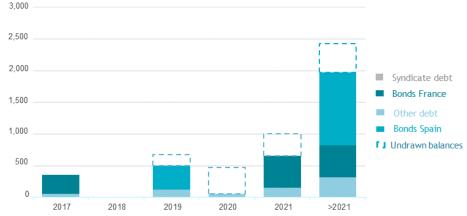


Strong credit profile with solid investment grade rating

STANDARD 8POOR'S	Rating Standard & Poor's BBB Stable Outlook	
Moody's	Rating Moody's Baa2 Stable Outlook	

#### A SOLID FINANCIAL STRUCTURE

Capital Structure	<u>31/12/2016</u>	<u>30/06/2017</u>
Cost of Debt Spain	1.96%	2.02%
Cost of Debt Group	1.96%	1.97%
Maturity Spain	6.0 years	5.7 years
Maturity Group	5.0 years	4.6 years
Cash	€105m	€219m
Undrawn balances	€768m	€1,400m
Group LTV	41.4%	36.1%
% Debt fixed or hedged	82%	86%





### Total Shareholder Return - Colonial (since june 2014)

Date€/share		Return per share				
	NAV	Dividend	NAV+ Div.	NAV Growth	Dividend	Total Return
06-14	4.49	0	4.49	-	-	-
12-14	4.77	0	4.77	6%	-	6%
12-15	6.16	0	6.16	29%	-	29%
12-16	7.25	0.150	7.40	18%	2%	20%
06-17	8.07	0.165	8.24	11%	2%	14%

Total Return since 6/14 (NAV per share growth + dividends)	87%
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Colonial

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