# **Colonial**

Pursuant to Article 227 of the Spanish Securities Market Act (texto refundido de la Ley del Mercado de Valores aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre), Inmobiliaria Colonial, SOCIMI, S.A. ("Colonial" or the "Company") hereby discloses the following

# OTHER RELEVANT INFORMATION ("OTRA INFORMACIÓN RELEVANTE")

Following the Relevant Information published on the 26th of July 2021, with the registered number 10808, Colonial publishes the documentation to support the presentation to analysts and investors corresponding to the First Half results of 2021 that will be held today Thursday 29th of July 2021 at 6:30 PM (CET) through webcast.

The information regarding the presentation is detailed below:

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The presentation can be followed online through the following link:

https://onlinexperiences.com/Launch/QReg/ShowUUID=182A3C4E-6EC6-43AB-9E12-36C209C6084E

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

In Madrid, July 29th, 2021

**Colonial** 

First Half Results 2021

July 29th, 2021





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04	Financial performance
05	ESG Performance - Decarbonization
06	Reloading Growth & Value Creation

Conclusion & Outlook

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#### PRESENTING MANAGEMENT TEAM



Pere Viñolas
Chief Executive Officer



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Corporate Managing Director



Carlos Krohmer
Chief Corporate Development Officer



Return to solid growth through Prime Positioning

## Colonial

# Return to solid growth through Prime Positioning



#### STRONG FIRST HALF 2021 RESULTS

- > Net Tangible Assets (EPRA NTA) up to 11.36 €/share (€5,774m)
- > Net Reinstatement Value of 12.33 €/share
- > NTA growth with +3% Total Return in 6 months
- > Group Net Profit of €162m, +€188m vs. previous year
- > Gross Asset Value of €12.0bn, +3% like-for-like (Paris+5%)
- > Net Rental Income of €143m, +2% like-for-like (Paris +5% like for like)
- > Recurring EPS of €11.14cts, below the previous year due to Disposals & Renovation Program acceleration
- > Recurring EPS like for like of €16.37cts in line with the previous year

#### SOLID OPERATIONAL PERFORMANCE

- > Significant increase in letting volume, +42% vs the previous year
- Office occupancy at healthy 95%
- > Strong rental Growth
  - +14% release spread (+25% in Barcelona)
  - + 6% vs ERV 12/20 (+8% in Paris)

#### CAPITAL RECYCLING WITH FLIGHT TO QUALITY

- > Completion of the disposal program with double digit premium on GAV
- > Increased exposure of €1bn in Prime Paris through Alpha VI
- > Improved debt profile through successful liability management
- > €625m of new debt issuance at historical low coupon
- > Strong Balance Sheet with LTV of 34.6% and €2,438m of liquidity

# 01 Highlights

# Colonial

# Solid results – back to growth through prime positioning

- > Recurring EPS of €11.14cts/share, lower than the previous year
- > Solid Capital Value Growth (GAV), thereof +5% like-for-like in Paris

Total Annual Return - € per share	06/21	6M	YoY	
TOTAL SHAREHOLDER RETURN		+2.8%	+3.4%	
Net Tangible Assets (NAV) - €/share growth	11.36	+0.8%	+1.5%	

Strong Capital Value Growth (GAV)	06/21	6M	YoY
Group like-for-like	€12,017m	+2%	+3%
Paris like-for-like		+2%	+5%
Barcelona like-for-like		+4%	+2%
Madrid like-for-like		+3%	+2%

Profit & Loss - €m	06/21	YoY
Gross Rental Income	€155m	+2% LFL
Net Rental Income	€143m	+2% LFL
Group Net Profit	€162m	+€188m
Recurring EPS	€11.14Cts/share	(31%)
Comparable Recurring EPS	€16.37Cts/share	+0.8%
Balance sheet - €m	06/21	YoY
GAV Group	€12,017m	+3% LFL
EPRA NTA (NAV)	€5,774m	+1.5%
A solid capital structure		06/21
LTV		34.6%
Liquidity		€2,438m
Rating S&P		BBB+ Stable
Moody's	Baa	a2 Stable Outlook

# 01 Highlights

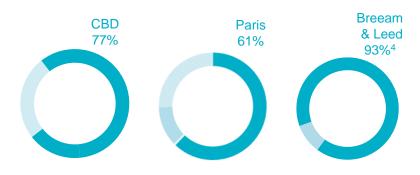
# Solid fundamentals driving top line

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- > Solid NRI Like for Like growth of +2%
- > Double digit Release Spread & Superior Rental Growth
- > Strong CBD positioning with solid Paris exposure

Solid Fundamentals		06/21
Volume of sq m signed		59,784
YoY Variance		+42%
EPRA Vacancy		5.0%
Office Collection Rate H1 21		100%
Total Collection Rate H1 21		98%
Outstanding GRI like for like	06/21	YoY
Group like-for-like <sup>3</sup>	€155m	+2%
Paris like-for-like <sup>3</sup>		+3%
Madrid like-for-like <sup>3</sup>		+0.4%
Barcelona like-for-like <sup>3</sup>		(0.6%)
Outstanding NRI like for like	06/21	YoY Var
Group like-for-like <sup>3</sup>	€143m	+2%
Paris like-for-like <sup>3</sup>		+5%
Madrid like-for-like <sup>3</sup>		+0.3%
Barcelona like-for-like <sup>3</sup>		(4.8%)

## **Unparalleled Prime Positioning**



# **Capturing Rental Price Increases**

Double-digit release Spread <sup>1</sup>	+14%
Barcelona	+25%
Madrid	+9%
Paris	+1%
Strong rental growth <sup>2</sup>	+6%
Strong rental growth <sup>2</sup> Barcelona	<b>+6%</b> +2%

<sup>1)</sup> Rental prices signed vs previous rents

<sup>2)</sup> Rental prices signed vs ERV 12/20

<sup>(3)</sup> EPRA like-for-like variance based on EPRA BPR methodology

<sup>4)</sup> Office portfolio in operation with Leed & Breeam certificates



Scarcity in Prime Product

#### 02 Market

# Colonial

# Rental Markets - Scarcity of High Quality Product in CBD

Q4 20

Q1 21

Q2 21

Q4 20

Q1 21

Q2 21

- > Scarcity in Grade A maintains Prime rents stable
- Take-up with recovery on grade A assets
- > Secondary markets with correction on rents and incentives



# Colonial

# Investment market - Prime Product in the CBD with solid valuationn levels

0bp

07

09

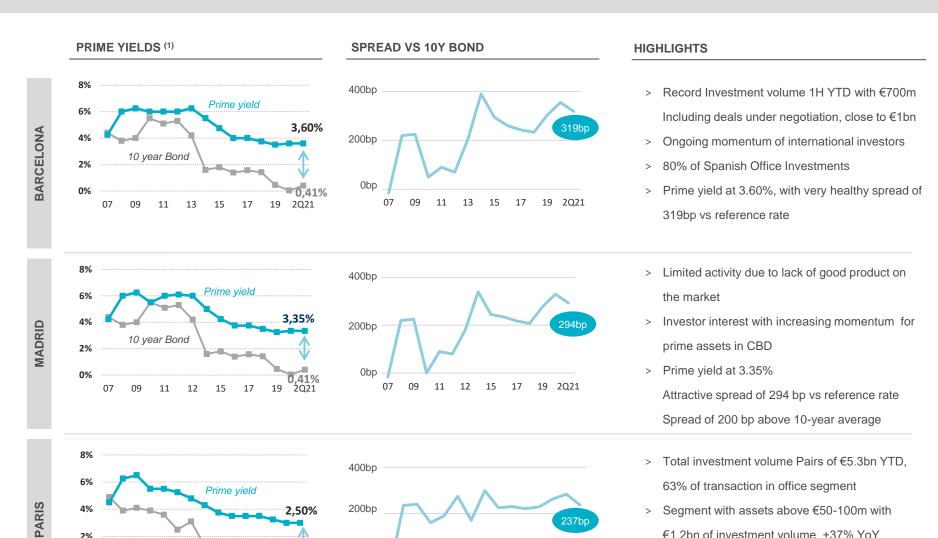
11

13

19 2021

0,13% 2021

19



Market consultants in Spain report gross yields and in France they report net yields 10 year Bond as of 31 December 2020

15 17

Prime yield at 2,5%, 240 bp of spread

but lack of available product

€1.2bn of investment volume, +37% YoY

Investor interest remains high for CBD assets,

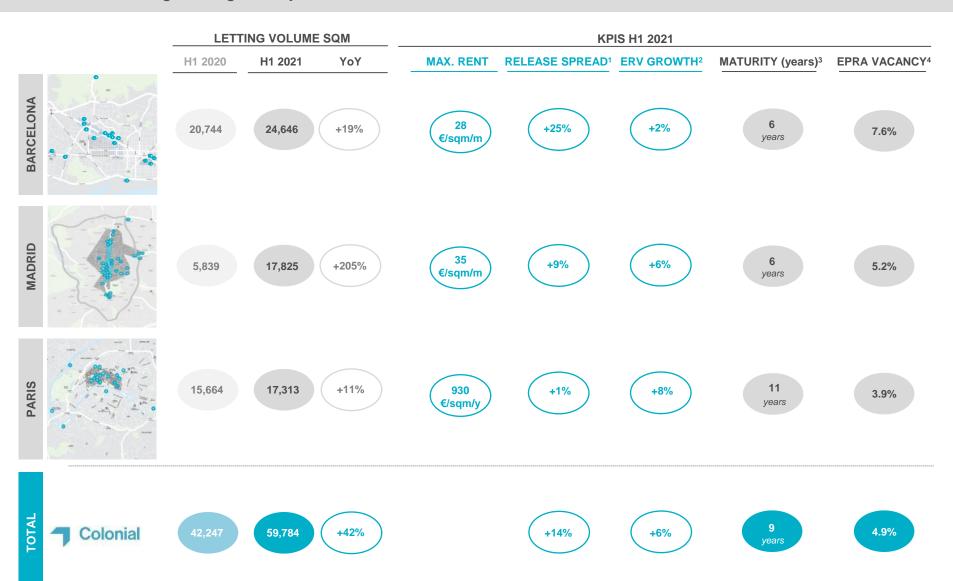
2%



High quality CBD portfolio with superior performance

# Operational performanceOutstanding leasing activity in H1 2021





- 1) Rental prices signed vs previous rents
- 2) Signed rents vs 12/20 ERV (new lettings & renewals)
- (3) Maturity until expiry of the contract
- (4) Financial vacancy calculated according to EPRA methodology Office Portfolio

# 03 Operational performance

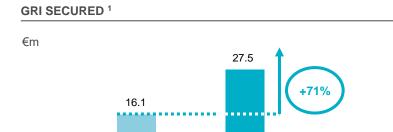


Letting activity remains strong in 1H 2021

- > Colonial with strong letting activity, +42% on previous year (+71% in economic terms)
- > Letting activity focused on CBD assets with high Energy Certificates
- > Solid mix between renewals and new lets

#### **LETTING ACTIVITY REMAINS SOLID IN 1H 2021**

# # contracts 32 57 59,784 42,247 +42%



1H 21

#### LETTING PERFORMANCE







1H 20

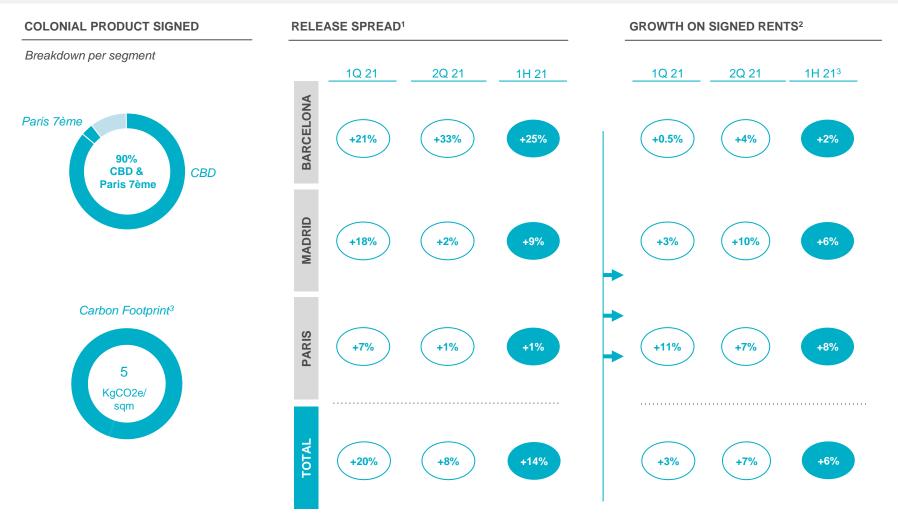
(2) GHG Intensity of Scope 1 + 2

<sup>1)</sup> Annualized figures of signed contracts

# Operational performanceRental growth remains solid

Colonial

- > Releases Spreads remain at double digit levels
- > Barcelona with +25% and Madrid with +9% release spread
- > Signed Prices +6% above ERVs, Paris with outstanding +8% vs ERV



<sup>(1)</sup> Signed rents vs previous contracts (renewals)

Signed rents vs 12/20 ERV (new lettings & renewals)

<sup>(3)</sup> GHG Intensity of Scope 1 + 2

# Colonial

# Rental Price levels remain solid during

#### RELEASE SPREAD<sup>1</sup>

#### **Washington Plaza**



Diagonal 682



**GROWTH ON SIGNED RENTS<sup>2</sup>** 

Washington Plaza



Génova, 17



Diagonal, 609



Illacuna



Arturo Soria, 336



Puerto de Somport, 8



Cézanne Saint-Honoré



Castellana, 52



Cézanne Saint-Honoré



**Washington Plaza** 



Signed rents vs previous contracts (renewals) Signed rents vs 12/20 ERV (new lettings & renewals)

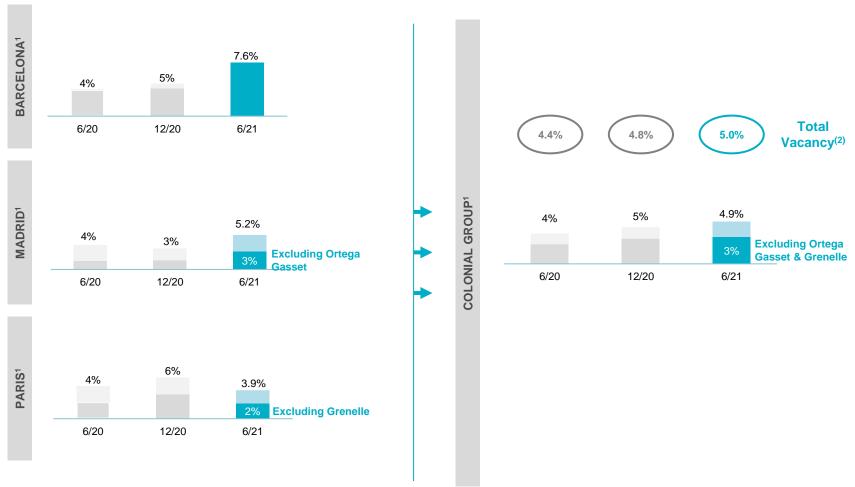
# 03 Operational performance



Vacancy at very healthy levels in every segment

- > Office portfolio vacancy at a healthy 4.9% level (3% excluding Grenelle & Ortega y Gasset)
- > Temporary increase in Barcelona vacancy offset by Paris improvement
- > Paris at 1.9% excluding 103 Grenelle entry into operation

#### **EPRA VACANCY**



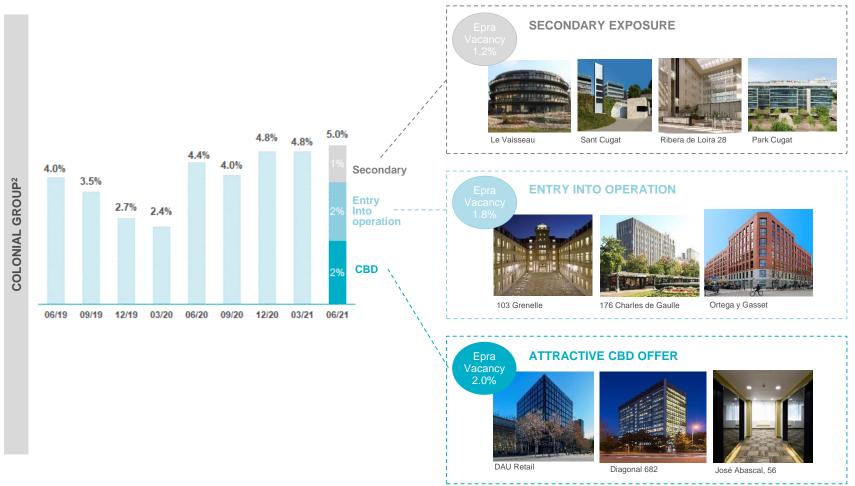
- (1) EPRA Vacancy office portfolio
- (2) EPRA Vacancy including all uses

# Operational performance Occupancy stability in the portfolio

Colonial

- > Total vacancy remains at levels of 5.0%
- > 3.0% vacancy due to entries into operation and residual secondary exposure
- > Attractive offer in CBD Barcelona & Madrid

#### **EPRA VACANCY**



# 03 Operational performance

**7** Colonial

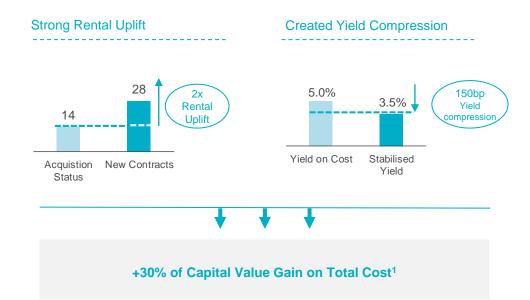
Additional reversion through projects & renovation program

- > Full refurbishment increasing efficiency and reducing carbon footprint
- > New AAA tenant signing passing rent doubling the rent before project
- > +30% of Capital Value Gain on Total Cost<sup>1</sup>



#### **Project Delivery**

- > Off-market acquisition at good pricing
- > Full refurbishment increasing floors lay-out efficiency
- > Increased cost efficiency ratio with triple net contracts
- > Leed Gold certified, reducing carbon footprint
- > Fully let with 10-year mandatory contract with AAA BlueChip Utility



<sup>&</sup>lt;sup>1</sup> Total Cost = Acquisition Cost + total Capex invested



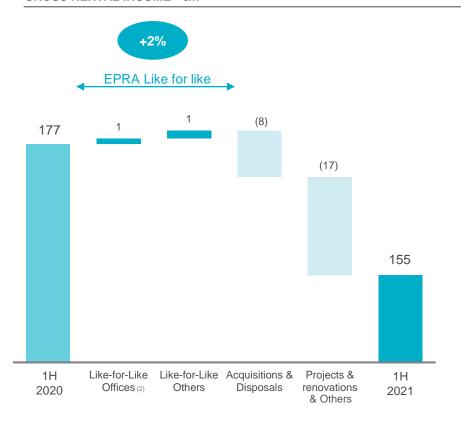
Solid financials underpinned by high quality assets

# Colonial

# Top line stable in like for like terms

- > Gross Rental Income +2% like for like
- > Strong performance in Paris offsetting temporary correction in Barcelona
- > Barcelona with temporary volume impact

#### GROSS RENTAL INCOME - €m





- 1) Like-for-like calculated following EPRA BPR recommendations
- 2) Office Portfolio including Retail Prime CBD of Galeries des Champs Elysées and Pedralbes Cente
- 3) Logistic Portfolio, Axiare Retail Secondary and Hotel Indigo in Paris

# Like-for-like rental growth price driven

**Colonial** 

- > Like-for-like growth driven by rental price increases
- > Group rental price like for like variance at +1.6%
- > Barcelona and Madrid Offices rental price like for like variance at +1.9%

#### GROSS RENTAL INCOME - €m

# OFFICES GROSS RENTAL INCOME LIKE-FOR-LIKE OF +2%

- > Paris with +1.2% like-for-like Rental Price like for like at +1.3% Volume impact due to Business Centers
- > Madrid with +0.4% like-for-like

  Rental Price like for like effect at +1.9%
- > Barcelona with (0.6%) like-for-like

  Rental Price like for like effect at +1.9%



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

<sup>&</sup>lt;sup>2</sup> Office portfolio + Prime retail in Champs Elysées and Pedralbes Centre



Net Rental Income at +2% like for like

- > Net Rental Income +2% like for like
- > Paris with +5% Net Rental Income
- > Strong Paris performance offsetting temporary correction in Barcelona

#### LIKE-FOR-LIKE VARIANCE1 - NRI

#### LFL IN NET RENTAL INCOME FURTHER STRENGTHENED

Gro	ss Rental Income	Net Rental Income
2 TOTAL	+2%	+2%
OFFICES <sup>2</sup> TOTAL	+1%	+1%
		Paris All Uses
PARIS	+1%	+3% (+5%)
MADRID	0.4%	+0.3%
BCN	(0.6%)	(5%)

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

#### NET RENTAL INCOME - LIKE-FOR-LIKE OF +2%

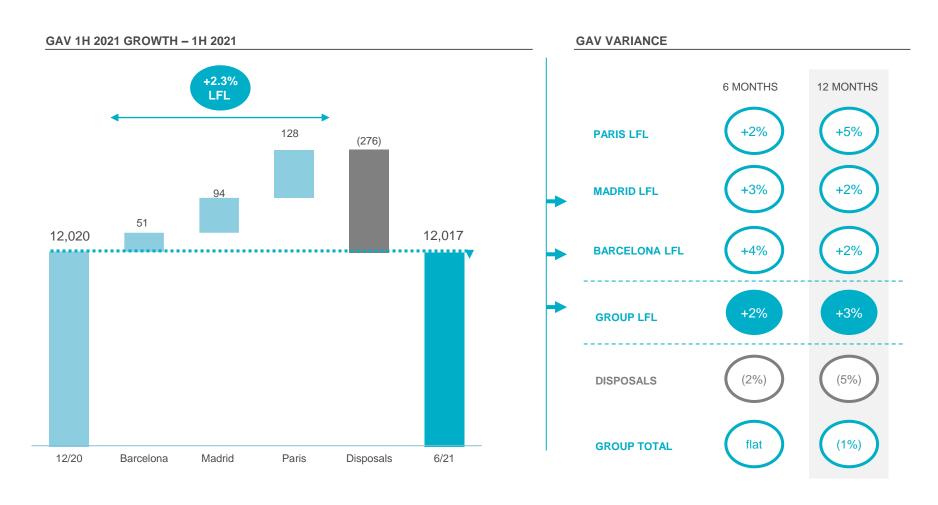
- > Paris total portfolio with a significant increase of +5% like-for-like in Net Rental Income
  - Offices at +3% like for like
  - Additional positive like for like driven by reopening of Hotel Indigo

<sup>&</sup>lt;sup>2</sup> Office portfolio + Prime retail of Galeries Champs Elysées and Dau Pedralbes



Solid Asset Value Growth in every segment

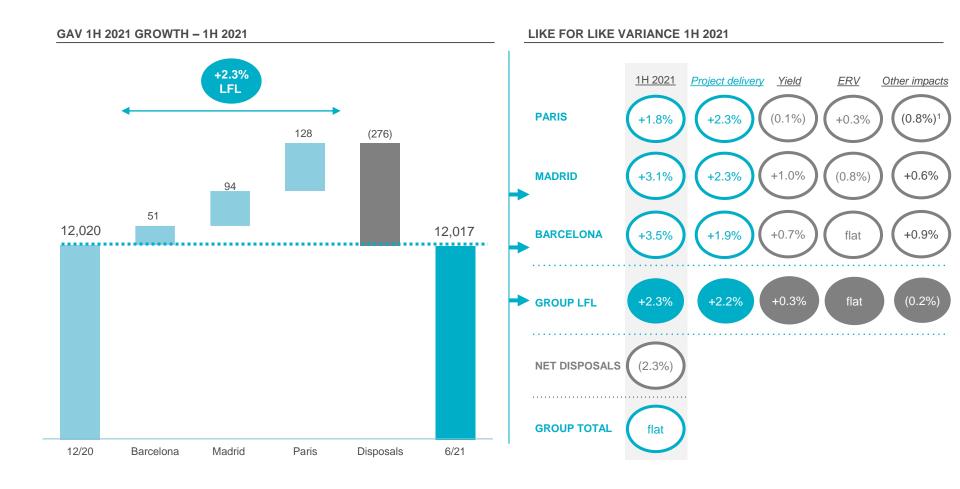
- > Solid +3% YoY like for like growth
- > Paris with outstanding +5% like for like YoY growth
- > Strong 1H momentum of Spanish portfolio: Barcelona +4% IfI & Madrid +3% IfI



# Colonial

Solid Capital Value Performance in every segment

- > +2.3% like for like Capital Value Growth in 6 months
- > Barcelona and Madrid with accelerating momentum
- > Strong Alpha component based on Prime Factory Delivery



<sup>&</sup>lt;sup>1</sup>Mainly due to change of transfer taxes on entiries into operation of delivered projects

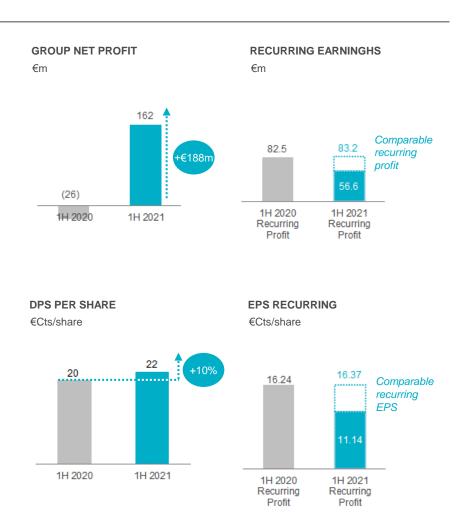
# Solid profitability with enhanced quality

Colonial

- > Group Net Profit of €162m, +€188m
- > Recurring Profit impacted by disposals & renovation program acceleration
- > Comparable Recurring EPS of 16,3 €cts/share in line with previous year levels

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

Results analysis - €m	1H 2021	1H 2020
Gross Rents	155	177
Recurring EBITDA	122	146
Recurring financial result	(43)	(42)
Income tax expense & others - recurring	(7)	(5)
Minority interests - recurring	(16)	(17)
Recurring Earnings	57	83
Asset revaluation & Capital Gains	147	(105)
Non-recurring financial result & MTM	(27)	(3)
Income tax & others - non-recurring	(4)	(3)
Minority interests - non-recurring	(11)	2
Profit attributable to the Group	162	(26)
Recurring Earnings - €m	57	83
Nosh (mm)	508	508
EPS recurring - Cts€/share	11.14	16.24

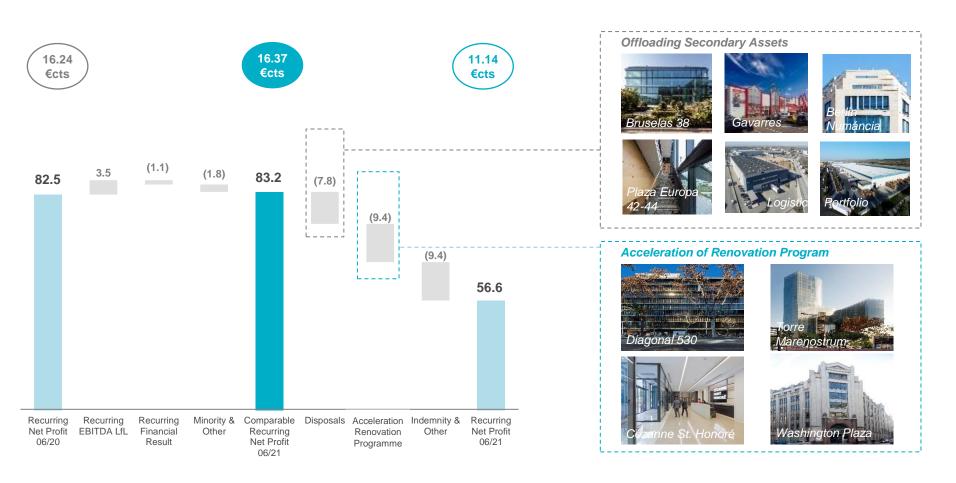




Comparable EPS stable - flight to quality & reloading growth

- > EPS decrease mainly due to disposals, acceleration of renovation program and indemnities in previous year
- > Comparable Recurring EPS of 16,3 €cts/share in line with previous year levels
- > Disposals of non-core reloading growth through capital recycling

#### **RECURRING EARNINGS - VARIANCE ANALYSIS**



# O4 Financial performance Improving Group's debt positioning



- > Improved debt profile through successful liability management
- > Issuance of €625m<sup>1</sup> 8 years bond, 3x oversubscribed by high quality accounts
- > Issuance at 0.75% coupon, the lowest coupon in the history of the Colonial Group

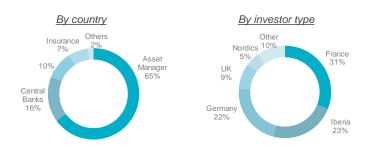
#### LIABILITY MANAGEMENT

### 1. Repurchase of 612m in 2023-2024 maturity bonds

- > Buy-back of €306m bonds maturing in 2023 with a coupon of 2.728%
- > Buy-back of €306m bonds maturing in 2024 with a coupon of 1.45%

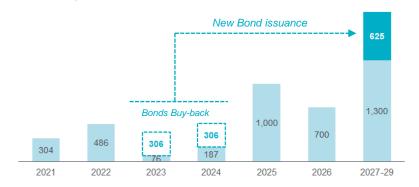
#### 2. Successful €625m¹ issuance in bond market

- > Colonial issued €625m¹ of new bond
- > 8-year bond, maturing in 2029
- > New Bond with an annual 0.75% fixed coupon
  - The lowest coupon in the history od the Group
  - The lowest coupon in Spain for a REIT
- Strong demand with 3x oversubscription lead by Institutional investors



#### **IMPROVED DEBT PROFILE**

#### Drawn Group Debt in €m



#### Debt Maturing until 2024



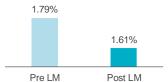
#### Record Low Coupon<sup>2</sup>



#### Average Maturity



# Group Cost of Debt



<sup>2</sup> Coupon of the last €625m bond issuance

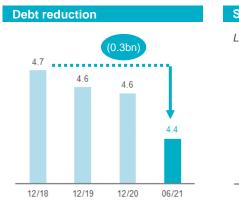
<sup>&</sup>lt;sup>1</sup> Total issuance €625m: €500m bond issuance in June 2021 and bond extended with additional €125m in July 2021

# 04 Financial performanceSolid Capital Structure

Colonial

- > Strengthened balance sheet through capital recycling
- > Improved debt profile through successful liability management
- > Solid capital structure with LTV of 34.6%

#### STREGNHTHENED BALANCE SHEET

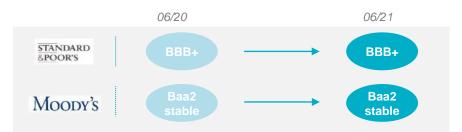




Liquidity	
Cash	€398m
Undrawn balances	€2,040m
Total	€2,438m

Financial Policy	
Investment Grade	Rating
LTV range	36-40%
ICR	> 2.5x

### **Strong Ratings confirmed**



#### IMPROVED FUNDING OF THE GROUP

- 1. Strong debt reduction through capital recycling
- 2. Strong liquidity position with €2,438m as of H1 2021
- 3. Improved maturity of Group's debt through Liability management
- Strengthened capital structure with 34.6% LTV below Investment Grade rating range of 36%-40%
- This solid capital structure enables Colonial to remain in the low range of guidance even after dividend payment and Alpha VI program execution

<sup>(1)</sup> GAV 12/20 Office portfolio. Barcelona CBD, includes the assets in the 22 @ market segment

# 04 Financial performance Solid Total Shareholder Return

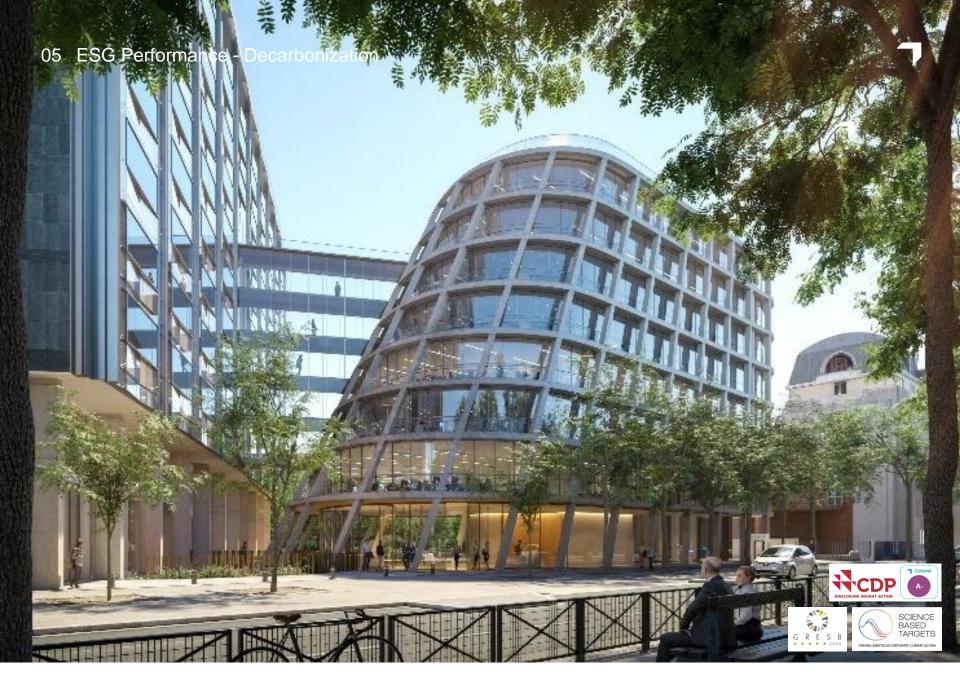
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- > 6/2021 NTA of €5,774m, 11.36 €/share
- > EPRA NTA pre-dividend & LM impact with +3.5% growth up to 11,66 €/share
- > Total Shareholder Return<sup>1</sup> (including dividend) of +2.8% in 6 months

#### TOTAL SHAREHOLDER RETURN **EPRA NET TANGIBLE ASSETS (EPRA NTA)** €/share Capital Value Creation 12 months 6 months 11.66 (0.29)0.11 0.17 **NTA Growth** per share 11.36 0.10 Dividend 11.27 +2.0% per share **Total Return** 2.8% +3.4% per share DPS & LM<sup>(2)</sup> **EPRA NTA EPRA NTA EPRA NTA** Spain Recurring France Pre DPS & 12/2020 06/2021 Earnings LM 06/2021 €5,728m €5,774m NTA 12/20

<sup>(1)</sup> Total shareholder return understood as NTA (NAV) growth per share + dividends

<sup>(2)</sup> Paid dividends, Liability Management and other impacts



Acceleration of the decarbonization strategy

# 05 ESG Performance - Decarbonization Strong Commitment to ESG & Decarbonization

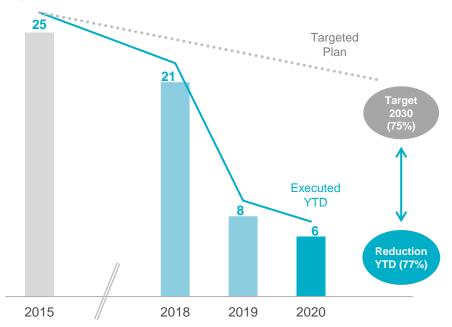
Colonial

- > Carbon footprint reduction (77%) vs 2015 baseline year
- > 2030 Group Target achieved ahead of timing
- > Acceleration of path towards net zero emissions

#### **ACCELERATION ON DECARBONIZATION**

(Carbon Intensity Scope 1&2 -2015-20 like for like office portfolio in operation)

#### (KgCo2e/sqm)



#### **COLONIAL FULLY ALIGNED WITH PARIS AGREEMENT**

- > Target of 2030 Carbon Reduction achieve ahead of timing
- > Acceleration of path towards net zero emissions
- > Objective of Carbon Neutrality in 2050
- > Adherence to the Science Based Target Initiative (SBTi)



- > CDP Score at A- confirming decarbonization leadership.
  - Scoring well above Europe regional average and Financial services sector
  - > Strong YoY momentum (increase up to A- coming from C)







Superior growth & returns through prime positioning



#### STRONG GROWTH POTENTIAL IN RENTS & VALUE

- 1 Project Pipeline with solid cash flow & value growth
- 2 Renovation Program with strong reversion
- 3 Prime Contract Portfolio to capture rental growth
- 4 Capital Recycling & Prime Acquisitions with flight to quality
- 5 Investment markets with enhanced momentum for Prime

# **06** Reloading Growth & Value Creation



- 1 Project pipeline significant GRI reversion to come
- > Around €80m of additional rents to flow into the recurring P/L
- > YTD more than €27m of secured rents through solid pre-let performance
- > Prime Project pipeline delivery on track

	Pro	ject	City	% Group	Delivery	GLA (sqm)	Total Cost €m	Yield on Cost
1	1	Diagonal 525	Barcelona CBD	100%	Delivered	5.706	41	≈ 5%
onths	2	Miguel Angel 23	Madrid CBD	100%	2H 21	8.204	66	5- 6%
<12 months	3	83 Marceau	Paris CBD	82%	2H 21	9.600	154	5.5- 6.0%
<b>V</b>	4	Velazquez 88	Madrid CBD	100%	2H 21	16.164	116	6- 7%
<b>†</b>	5	Biome	Paris City Center	82%	2H 22	24.500	283	≈ 5%
ıths	6	Plaza Europa 34	Barcelona	50%	2H 22	14.306	42	≈ 7%
>12 months	7	Sagasta 27	Madrid CBD	100%	2H 22	4.896	23	6- 7%
7	8	Mendez Alvaro Campus	Madrid CBD South	100%	2023	89.872	323	7- 8%
<b>↓</b>	9	Louvré SaintHonoré	Paris CBD	82%	2024	16.000	215	7- 8%
	тот	TAL PIPELINE				189.248	1.264	6- 7%

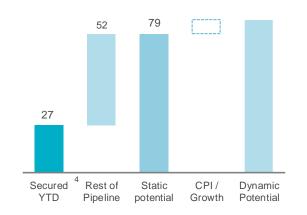
<sup>&</sup>lt;sup>1</sup> Total Cost Finished Product = Acquisition Cost/ Asset Value pre Project + future Capex







GRI<sup>3</sup> Path to reversion - €m



#### Pending Capex<sup>2</sup> - €m

2021 to go	109 - 114
2022	136 - 140
2023	86 - 95
Total Pending Capex	331 - 349
Total Pending Capex Thereof Spain	331 - 349 195 - 205
• .	

<sup>&</sup>lt;sup>1</sup> Total Cost Finished Product= Acquisition Cost/Asset Value pre Project + total Capex to be invested

<sup>&</sup>lt;sup>2</sup> Pending Capex as of 30/06/21

<sup>&</sup>lt;sup>3</sup> Topped-Up passing GRI

<sup>&</sup>lt;sup>4</sup> Out of the €27m secured YTD, €2m correspond to Diagonal 525, already delivered & in operation, and therefore are already part of the Group passing rents as 06/21

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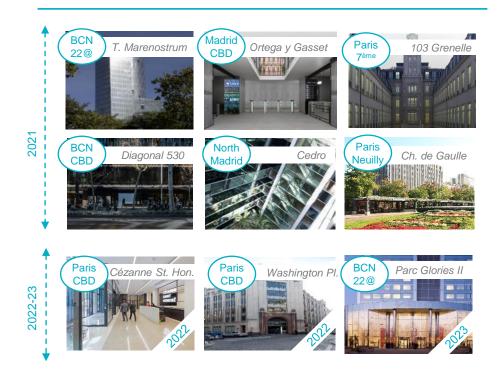
- 2 Renovation Program with strong reversion
- > Renovation Program with additional rent reversion of more than €30m
- > 105,000 sqm of GLA with €945m of GAV with strong value creation upside
- > Solid delivery YTD with €5m of annualized rents secured in 6 months beating expected ERVs

#### **RENOVATION PROGRAM**

## 105,000 sqm of GLA & €945m GAV

Renovation Program with circa €60m capex of which €22m invested YTD

Value Creation Potential: €170-200m

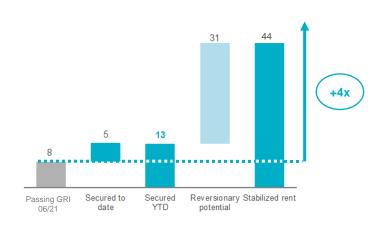


<sup>&</sup>lt;sup>1</sup> Stabilized Yield = Stabilized GRI post renovation program execution / (GAV 12/20 + Pending Capex) All figures in Group Consolidated terms

#### SIGNIFICANT GRI REVERSION WITH VALUE CREATION POTENTIAL



## Strong Reversionary Potential On GRI - €M



Colonial

- 3 Prime Contract Portfolio to capture rental growth
- > Ongoing delivery of high release spreads
- > Contract Portfolio under-rented
- > Colonial setting the benchmark for prime rents in every market

#### GRI GROWTH TROUGH REVERSION IN RENTAL PRICES HIGH END RENTS THROUGH PRIME POSITIONING Strong delivery on Release Spreads 2021 YTD Maximum ERVs signed 2021 YTD Release Spread captured1 **Potential** Barcelona Portfolio Madrid Portfolio Paris Portfolio Reversion in €28 /sq m/m €35 /sq m/m €930 /sq m/y Q1 2021 Rent 06/20212 Q2 2021 **BARCELONA** +21% +33% +18% +6% **MADRID** NETFLIX GRDF **ALLEN & OVERY** Cartier LYOTICA +8% **PARIS** Goldman facebook **NATIXIS** COTY BCG abertis

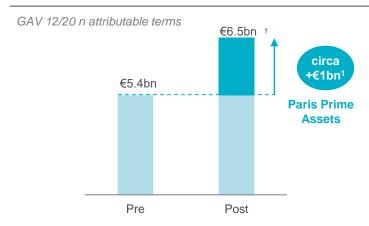
<sup>1)</sup> New rents signed vs previous

<sup>2)</sup> Market rents vs current passing rents as of 06/21



- 4 Capital Recycling & Prime Acquisitions with Flight to Quality
- > Acquisition of circa €1bn¹ additional exposure in Prime Assets in Paris at NDV
- > Increased exposure to value-accretive Paris Flagship Projects
- > Transaction execution on track

#### **ACQUISITION OF PRIME PARIS ASSETS AT 12/12 NDV**



#### **ENHANCEMENT OF PARIS PROJECT EXPOSURE**

Increased exposure to value-accretive Paris Flagship Projects







#### TRANSACTION EXECUTION ON TRACK

✓ ✓

- ✓ Transaction fully executed by Colonial, SFL, and Predica
- ✓ Filing of the draft offer and the draft offer document
- ✓ Colonial EGM approved (99.99% of the votes) the issuance of new Colonial shares

July

June

- Publication of AMF's statement of compliance and approval of the Offer documents
- ✓ Opening of the offer period (July 22<sup>nd</sup>)

## **Next Steps**

August

> Closing of the Offer period & publication of results

September

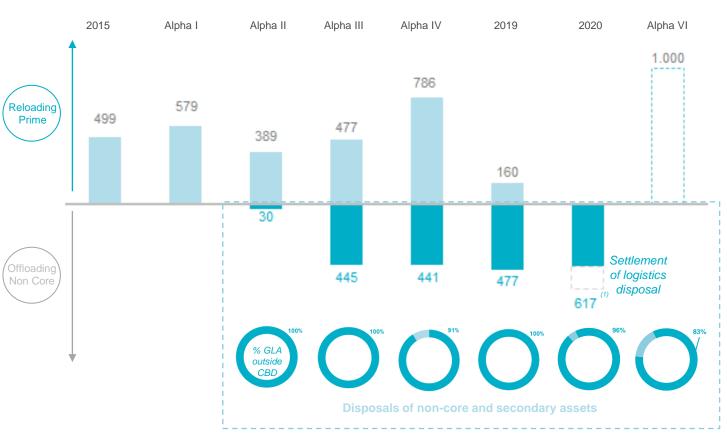
- > Settlement and delivery of the Offer
- > Admission to trading of the new Colonial shares
- > Full transaction impact from September onwards

- 1. Final amounts subject to final outcome of tender-offer
- 2. Values at Total Cost = Acquisition price + capex

Colonial

- 4 Capital Recycling & Prime Acquisitions with Flight to Quality
- > Ongoing flight to quality through active portfolio management
- > Disposals of more than €1.8bn of mature and/ or non-core product
- > Acquisitions of more than €3.9bn of assets reloading the Prime Exposure & Alpha VI (€1bn)

#### ONGOING FLIGHT TO QUALITY THROUGH ACTIVE CAPITAL ALLOCATION



#### ACQUISITIONS OF €2.9bn OF PRIME

- 1. Prioritize opportunities in prime
- Enhance exposure to high quality offices direct or indirectly
- Maintain capital allocation discipline

#### DISPOSALS OF €1.8bn OF NON CORE

- 1. Non Core Product
- 2. Secondary and Mature Offices
- 3. Prices at premium to GAV



- 4 Capital Recycling & Prime Acquisitions with Flight to Quality
- > Prime Project Pipeline with significant value creation potential
- > Renovation Program with important GRI reversion
- > Opportunistic acquisitions going forward

#### FLIGHT TO QUALITY & CAPITAL RECYCLING ...

## 2020/21 - Consolidating Flight to Quality

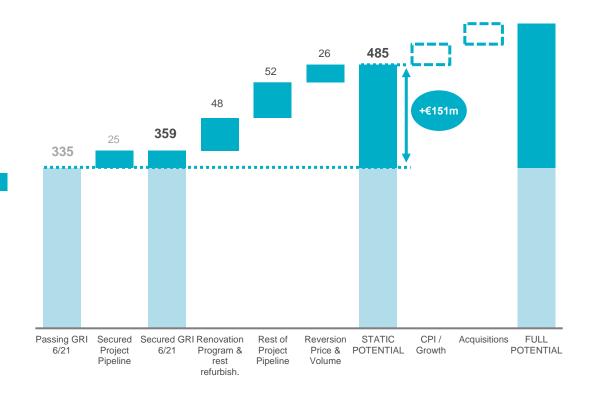
- 1. Managing Covid Impacts 2020/21
- 2. Completing the Disposal Program
- 3. Strengthening the balance sheet
- 4. Executing Alpha VI

## 2021/22 - Reloading Growth

- 1. Capturing value & rents on the Project Pipeline
- 2. Reloading the Renovation Program
- 3. Opportunistic acquisitions going forward
- 4. Strong EPS growth from 2022 onwards

#### ... RELOADING GROWTH

GRI¹ Growth Profile €m





- 5 Investment markets with enhanced momentum for Prime
  - > Colonial portfolio with additional potential for yield compression
  - > Prime market yields & scarcity value as driver
  - > Prime Yields at very attractive spreads compared to reference rates

#### **VALUATION YIELDS (1)**



#### SPREAD VALUATION YIELDS (1)



#### CAPITAL VALUE - €/sq m



<sup>(1)</sup> Market consultants in Spain report gross yields and in France they report net yields

<sup>(2)</sup> Portfolio in operation (3) According to JLL







#### STRONG FIRST HALF 2021 RESULTS

- > Group Net Profit of €162m, +€188m vs. previous year
- > NTA growth with +3% Total Return in 6 months
- > Gross Asset Value of €12.0bn, +3% like-for-like (Paris+5%)
- > Net Rental Income of €143m, +2% like-for-like (Paris +5% like for like)
- > Significant increase in letting volume, +42% vs the previous year
- > Rental Growth Double digit release spreads & strong ERV growth

#### COLONIAL PLATFORM WELL POSITIONED FOR GROWTH

- > Project Pipeline with significant additional GRI €79m of rents
- > Renovation Program with more than €30m of additional rents
- > Prime contract portfolio with passing rents below market levels
- > Impact of Alpha VI acquisition to come through
- > Further acquisitions through active capital recycling

#### **OUTLOOK & GUIDANCE**

- > Scarce supply of Grade A product in CBD
- > Investment markets with strong momentum for Prime CBD assets
- > Confirmed EPS Guidance 2021 & 2022
  - Recurring EPS 2021: €22-25Cts per share
  - Recurring EPS 2022: €27-30Cts per share



# Project pipeline – solid value creation potential

- > Prime Project pipeline delivery on track
- > 4 out of 9 projects to be delivered during 2021
- > Significant capital value creation potential to be crystalized

	Pro	ject	City	% Group	Delivery	GLA (sqm)	Total Cost €m	Yield on Cost
1	1	Diagonal 525	Barcelona CBD	100%	Delivered	5.706	41	≈ 5%
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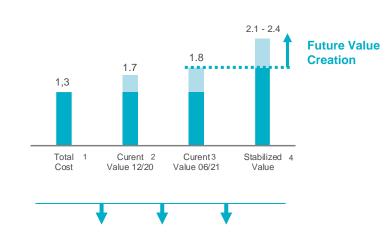
<sup>&</sup>lt;sup>1</sup> Total Cost Finished Product = Acquisition Cost/ Asset Value pre Project + future Capex







## Value creation potential - €bn



- > Significant value creation potential
- > Delivery well balanced
  - 4 Projects during 2021
  - 3 Projects in 2022
  - 2 Projects in 2023/24

Colonial

<sup>1</sup> Total Cost Finished Product= Acquisition Cost/Asset Value pre Project + total Capex to be invested

<sup>2</sup> GAV 12/20 + Pending Capex as of 31/12/20

<sup>3</sup> GAV 6/21 + Pending Capex as of 30/06/21

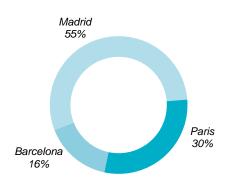
<sup>4</sup> Stabilized Rent capitalized at estimated exit yield

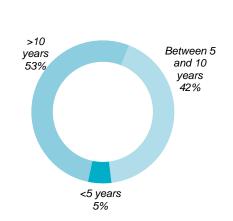


#### **CONTRACT PORTFOLIO 1H 2021 MATURITIES - DELIVERY YTD ON TRACK**

#### 1H 21 MATURITIES - HIGH LOYALTY CLIENTS

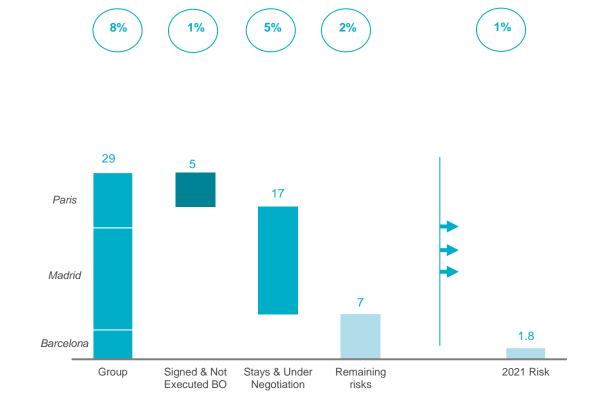
## 1H 21 clients with 9 years of loyalty, half of them in Madrid





#### 1H 21 MATURITIES MANAGEMENT ON TRACK

% on annualized 06/21 Topped-Up Group GRI1



- 1) Topped Up GRI as of 06/21
- (2) Loyalty of the main tenants maturity

# Strong 1H 2021 Collection rates

Colonial

- > 100% Group Offices in Q2 21
- > 100% Madrid & Barcelona Offices in Q2 21
- > 100% Group Offices in H1 21

#### **COLLECTION RATES DURING COVID-19**



# Solid Group Net Rental Income



- > Net Rental Income +2% like for like
- > Paris with +5% Net Rental Income
- > Strong Paris performance offsetting temporary correction in Barcelona

June cumulative - €m	2021	2020	Var	LFL
Rental revenues Group	155	177	(13%)	2%
EBITDA rents Group	143	165	(13%)	2%
EBITDA rents Paris	83	86	(4%)	5.3%
EBITDA rents Madrid	38	51	(25%)	0.3%
EBITDA rents Barcelona	20	24	(16%)	(4.8%)

#### NET RENTAL INCOME - LIKE-FOR-LIKE OF +2%

- > Paris total portfolio with a significant increase of +5% like-for-like in Net Rental Income
  - Offices at +3% like for like
  - Additional positive like for like driven by reopening of Hotel Indigo

## **Colonial**

# Investment markets for prime product remain active

- > Paris CBD an attractive target for International Investors
- > Pricing above appraisals for Core product in CBD

PARIS		Théodore (2Q 2021)	CBD	€80m		2.48% Yield
		260 Boulevard Saint Germain (2Q 2021)	City center	€34m	1,600 sqm	€21,250/sqm
		17 avenue Hoche (1Q 2021)	CBD	€80m	2,300 sqm	
	Colonial	112 Wagram (4Q 2020/1Q 2021)	CBD	€120m	5,500. sqm	2.0x Value creation <2.80% Yield
	Colonial	9 Av. Percier (1Q 2021)	CBD	€143m	6,300. sqm	1.8x Value creation <2.80% Yield



# Investment markets for prime product remain active

- > Barcelona leading the investment market in Spain specially in the 22@ district
- > Investor appetite with increased momentum for Prime in Madrid

BARCELONA		Glories Centre (2Q 2021)	22@	€120m	21,500 sqm	€5,581/sqm
		Diagonal 123 (2Q 2021)	22@	€55m	10,170 sqm	€5,408/sqm
		193 Pallars (2Q 2021)	22@	€70m	13,000 sqm	€5,385/sqm
	ESTEVE	Torre Esteve (2Q 2021)	Plaza Europa	€100m	19,400 sqm	€5,155/sqm
MADRID		Francisco Gervás, 10 (1Q 2021)	CBD	€70m	8,000 sqm	€8,750/sqm
		Principe de Vergara 108 (1Q 2021)	City Center	€50m	7,143 sqm	€7,000/sqm

# A solid capital structure

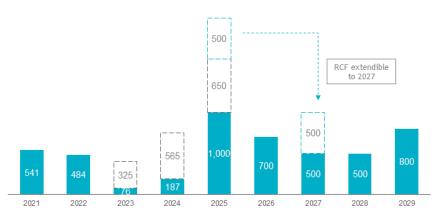
**Colonial** 

- > Long-term financing profile with extended debt maturities
- > €2.4bn of liquidity covering debt maturities until 2025
- > A solid financial structure with competitive financing costs

#### **Extension of Debt Maturities**

Bond issuance Spain: 2023/24 ---> 2029

#### Maturity profile of debt facilities - €bn



Debt dues in €m

Undrawn facilities in €m

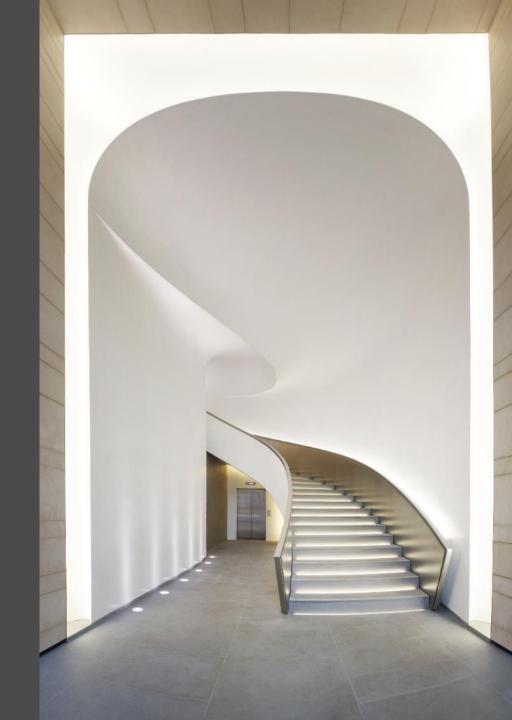
#### A Solid Financial Structure

	31/12/2020	30/06/2021	Proforma (1)
Net Debt	€4,582m	€4,389m	€4,636m
LTV	36.2%	34.6%	36.5%
Drawn Facilities	€0m	€0m	€0m
Unutilized Facilities	<u>€2,040m</u>	<u>€2,040m</u>	<u>€2,040m</u>
Total Facilities	€2,040m	€2,040m	€2,040m
Cash	<u>€269m</u>	<u>€398m</u>	<u>€39m</u>
Liquidity	€2,309m	€2,438m	€2,079m
Debt Maturity Group	5.2 years	5.2 years	5.3 years
Non-Mortgage debt	94%	94%	94%
Cost of Debt Group	1.70%	1.69%	1.61%

<sup>(1)</sup> Proforma including Liability Management, dividend pay-out and SFL transaction

# Colonial





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