

According to article 228 of the Legislative Royal Decree 4/2015 of October 23 approving the revised text of the Securities Market Act, Inmobiliaria Colonial, S.A. ("Colonial" or the "Company") hereby reports the following:

#### REGULATORY ANNOUNCEMENT ("HECHO RELEVANTE")

Following the Regulatory Announcement published on the 18th of July 2017, with the registered number 254682, Colonial publishes the documentation to support the presentation to analysts and investors corresponding to the First Half results of 2017 that will be held today Monday 31th of July 2017 at 2:00 PM (CET) through webcast.

The information regarding the presentation is detailed below:

From Spain: +34 917900861

From the Netherlands: + 31 107138194 + Pin Code 93044121#

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The presentation can be followed online through the following link:

http://event.onlineseminarsolutions.com/r.htm?e=1470714&s=1&k=85CBDCD29107E3084C0AE7B698DE87E8

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

In Barcelona, July 31, 2017

**Colonial** 

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



# 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

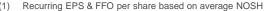
# Colonial

# 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	$0.165^{3}$	+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%	



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

# **BUSINESS MIX - GAV GROUP** Offices 94% Offices Axiare ■Retail Others **CBD** 75% ■ Prime CBD ■ CBD Axiare BD Others 90% BREEAM/ LEED<sup>5</sup> Rating Standard & Poor's STANDARD &POOR'S **BBB Stable Outlook** Rating Moody's Moody's

**Baa2 Stable Outlook** 

Dividend approved by 2017 AGM on 2016 full year results

EPRA like for like: Like for like variance base on EPRA BPR methodology

Portfolio in operation

# 01 Highlights 1H 2017Ongoing consolidation of solid growth

# Colonial

# **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

# Offices 94% Offices Axiare Retail Others CBD 75% Prime CBD CBD Axiare BD Others 90% BREEAM/ LEED<sup>3</sup>

Rating Standard & Poor's BBB Stable Outlook

**BUSINESS MIX - GAV GROUP** 

Moody's

Rating Moody's

Baa2 Stable Outlook

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

<sup>(2)</sup> First half data 2017

<sup>(3)</sup> Portfolio in operation



Scarcity in Prime

#### 02 Market

# **T** Colonial

#### Macroeconomic context

#### Macro outlook remains solid

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

#### **MARKET TRENDS**

#### **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

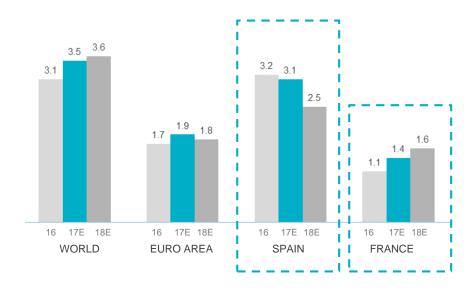
#### **SPAIN**

- ✓ 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
- $\checkmark$  Lower energy prices and tax reduction in the labour market
- ✓ Positive outcome for elections as catalyst for further growth

#### **GDP GROWTH**



Source: July Monthly report "la Caixa"

#### 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**

- √ 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

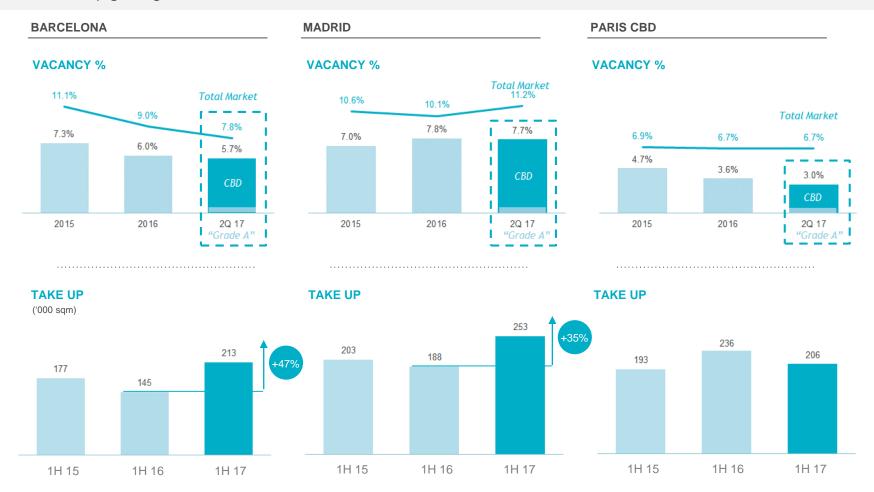
#### 02 Market

# Rental Market

# **Colonial**

# 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



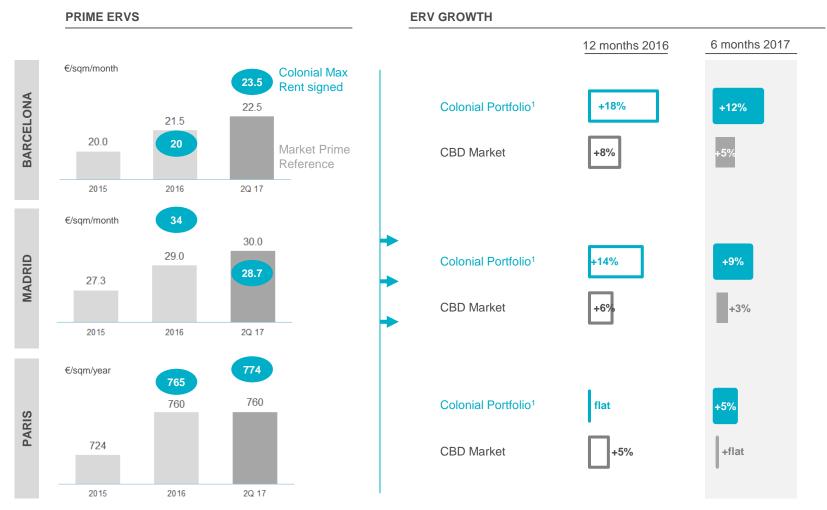
#### 02 Market



# 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



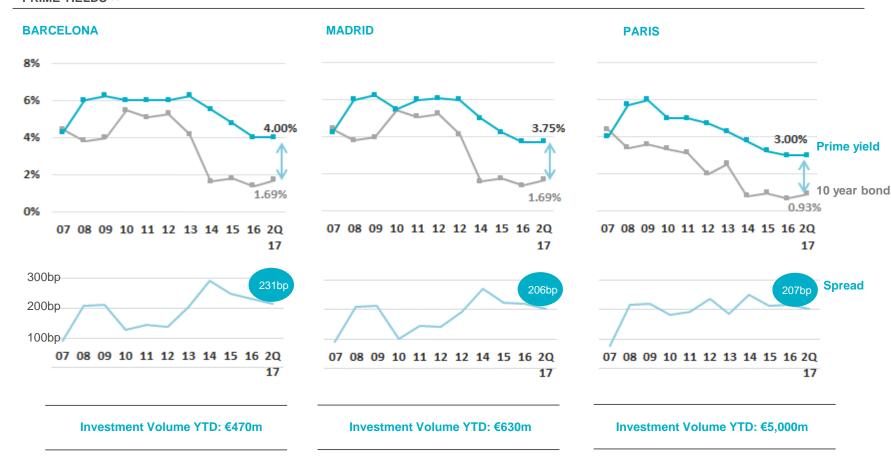
# Colonial

#### 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)

**Investment Market** 



<sup>(1)</sup> Market consultants in Spain report gross yields and in France they report net yields Source: JLL, CBRE & Bloomberg

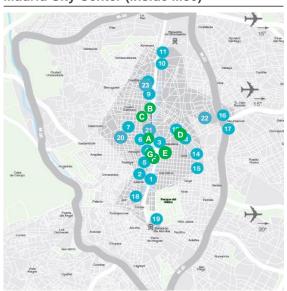
# **Colonial**

# **Investment Market**

# Investor interest for prime product remains strong

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

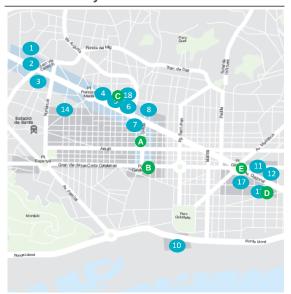
#### Madrid City Center (inside M30)



Latest investment transactions inside M30

		Price <sup>(2)</sup>	Cap. Value
A	Plaza de Colón, 1 (1)	58	14.834
B	Paseo de Recoletos, 5	33	9.863
G	Gran Vía 18	44	9.430
0	Suero de Quiñones 42	38	8.209
<b>3</b>	Alcalá 17	23	7.667
<b>(3</b> )	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 appraisal)		5.566

#### **Barcelona City Center**



Latest investment transactions in city center

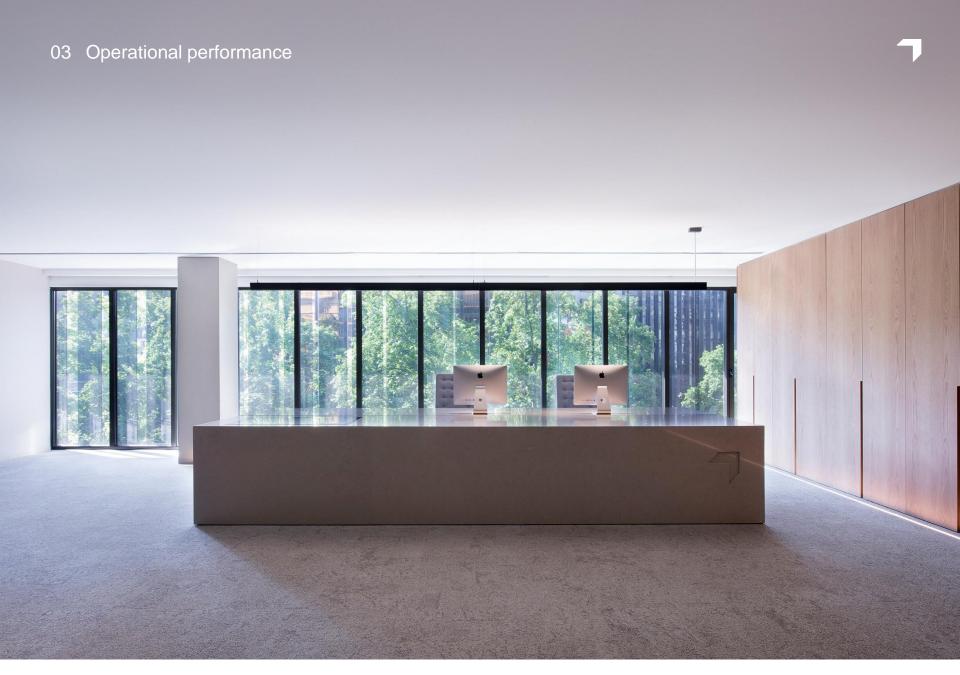
Colonial Average (06/17 appraisa	al)	4.367
CBD Transactions - Average	254	5.601
Av. Diagonal, 211 - Torre Agbar (1)	142	3.775
Pallars 190	21	4.122
CTravessera de Gracia, 47-49	41	4.620
B Fontanella 6-8	20	6.030
A Passeig de Gracia, 81 (1)	30	9.458
	Price (2)	Cap. Value

#### **Paris CBD**



Latest investment transactions in Paris CBD

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



Offering the better site

# STRONG LETTING PERFORMANCE



# 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



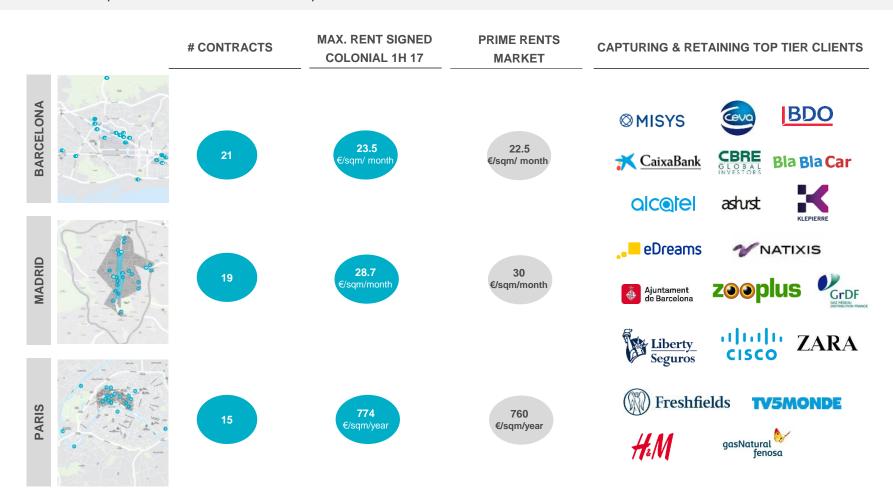
- Annualized figures of signed contracts
- 2) Incentive ratio = economic rents/ facial rents -1
- (3) Financial occupancy calculated according to EPRA vacancy methodology

# Operational performance Letting activity with strong momentum



# 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

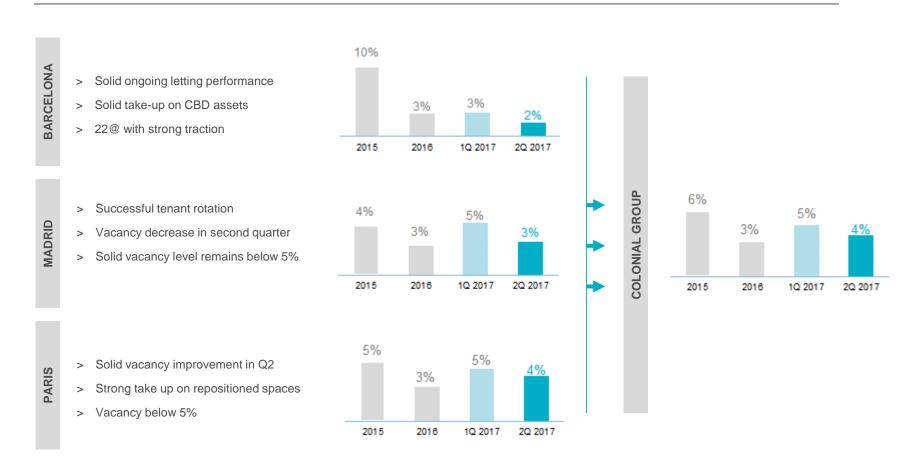


# Outstanding Occupancy levels through prime positioning

# 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



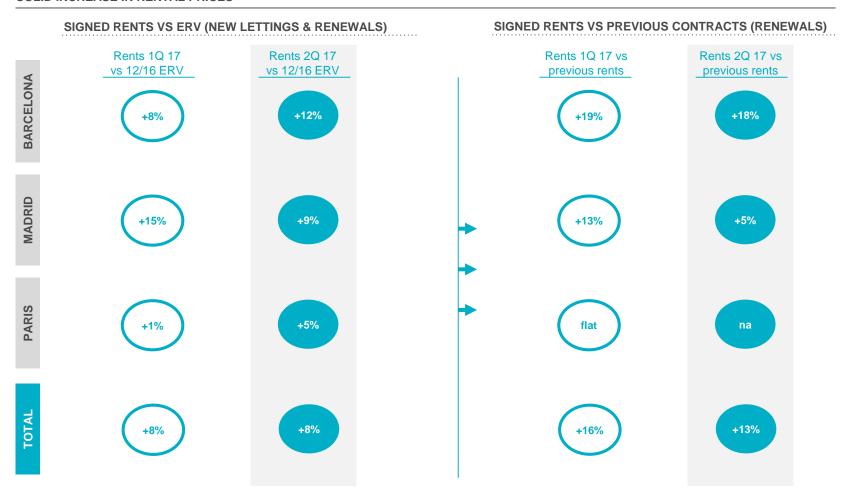
# Operational performance Strong delivery on rental price increases



# 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**





# Solid performance on every contract negotiation

#### Barcelona & Madrid with successful transactions across the board

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

ASSET	LETTING PERFORM	ANCE	RENTAL PRICE INC	CREASES	
Av. Diagonal 609-615	6,128 sq m	CaixaBank	Max signed¹	<u>Vs. ERV 12/16</u> +11%	Release spread flat
ILlacuna	6,262 sq m	Liberty_ Seguros	14.0	flat	+35%
Diagonal - Glories	11,672 sq m	Ajuntament de Barcelona	16.5	+18%	+38%
Alfonso XII 62	4,100 sq m	PropTech Company	21.8	+15%	+28%
Santa Engracia	8,269 sq m	CONSORCIO  TRANSPORTES  MADRID  Cana  de Isabel II gestión	22.5	+17%	+15%



24

# Solid performance on every contract negotiation

# Price portfolio with strong performance

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

ASSET	LETTING PERFORMANCE		RENTAL PRICE INCREASES		
103 Grenelle			Max signed <sup>1</sup>	<u>Vs. ERV 12/16</u>	Release spread
	2,945 sq m	EDOUARD DENIS  PVH	717	+3%	na
Cézanne S. Honoré					
	1,580 sq m	L.E.K.	759	+4%	na
9 Percier					
	1,356 sq m	helvetia 🛕	630	+9%	na
Washington Plaza					
	1,674 sq m	MIZUHO WELLS FARGO	774	+5%	na

VALUE CREATION THROUGH REAL ESTATE TRANSFORMATION



Delivery on repositioning program in Spain

#### Solid delivery on current portfolio

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



<sup>&</sup>lt;sup>1</sup> Occupied space / Total GLA

# O3 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



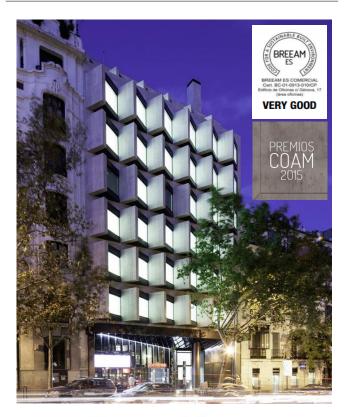


Ongoing delivery of value added initiatives in Madrid – Génova 17

## 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

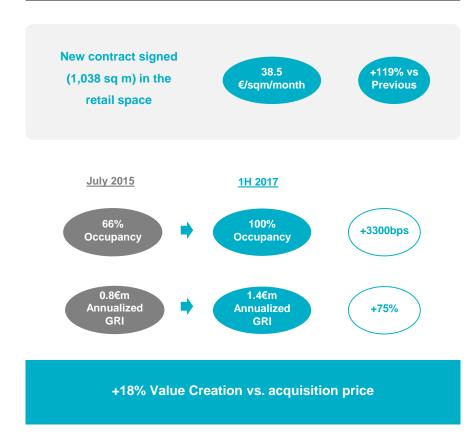
#### **GÉNOVA 17 - ACQUISITION 2015**







#### **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







#### **MAIN KPIs**



+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

# 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**







#### **MAIN KPIs**

New contract signed (779 sq m) in 2Q17

15 €/sqm/month

+26% vs Previous

<u>Before</u> <u>After</u>

88%
Occupancy
Occupancy

+600bps since 1H16

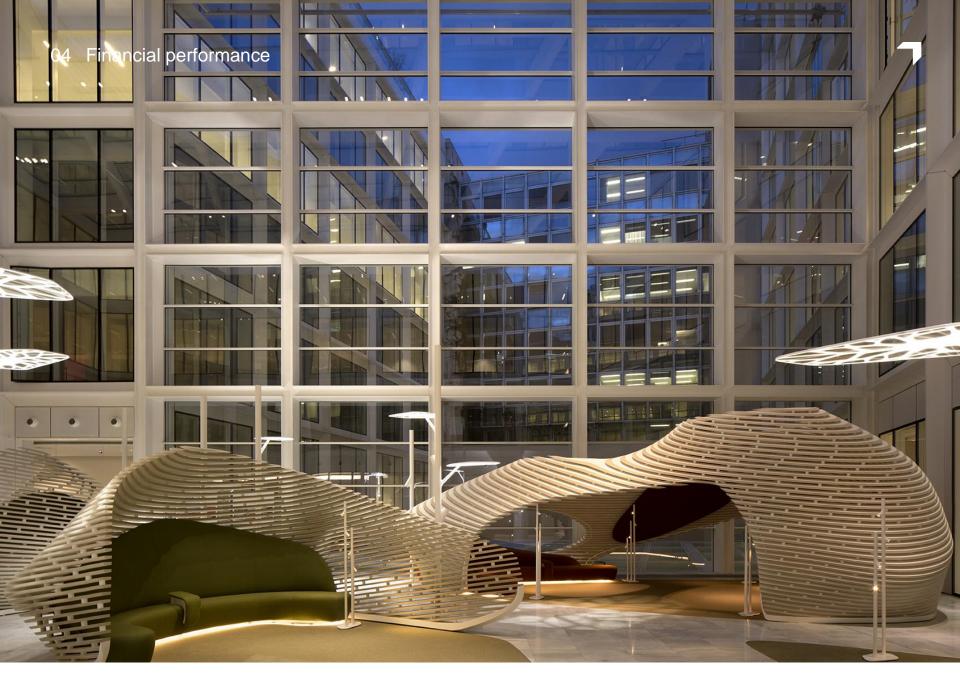
12 €/sqm/month Passing Rent **→** (

+26% since 1H16

+14% Value Creation after asset real estate transformation

€/sqm/month

signed at



Superior risk adjusted returns

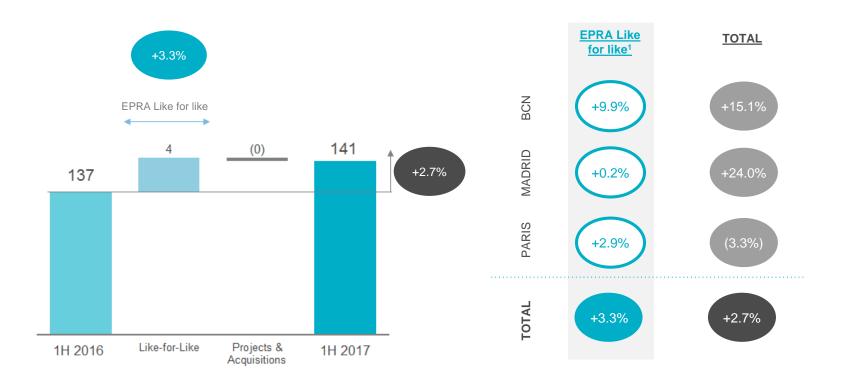
# O4 Financial performanceStrong underlying rental growth



# 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



<sup>(1)</sup> Like for Like calculated following EPRA BPR recommendations

<sup>(2)</sup> Includes indemnities of tenant rotation

# O4 Financial performanceStrong underlying rental growth



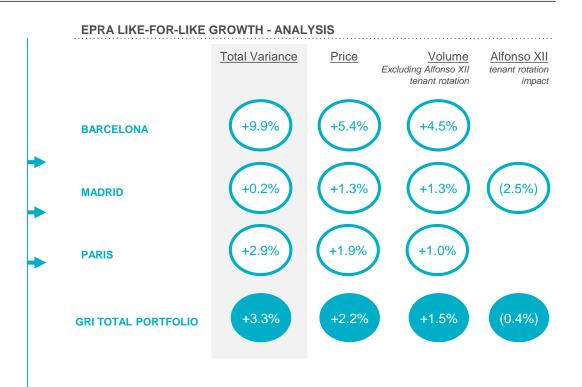
# Strong underlying growth in every market

- > 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



<sup>&</sup>lt;sup>1</sup> Like for like variance calculation based on EPRA best practice methodology GRI= Gross Rental Income NRI= Net Rental Income

# 04 Financial performance



# Strong underlying rental growth

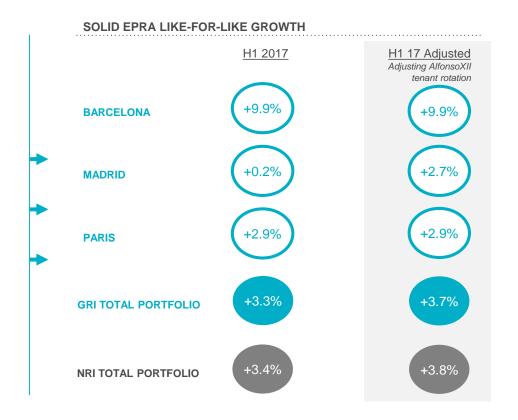
# Strong underlying growth in every market

- > 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



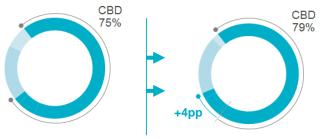
<sup>1</sup> Like for like variance calculation based on EPRA best practice methodology GRI= Gross Rental Income NRI= Net Rental Income

#### 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%"

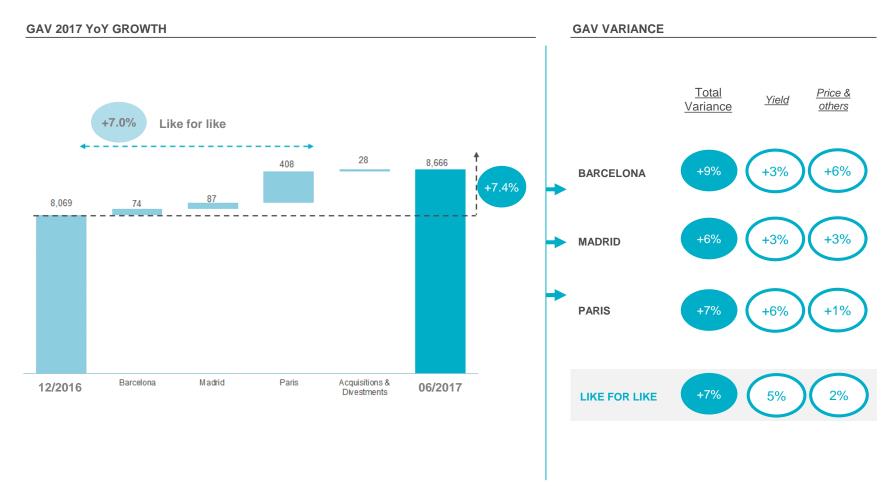
> Reinforcing the group capital structure

## 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

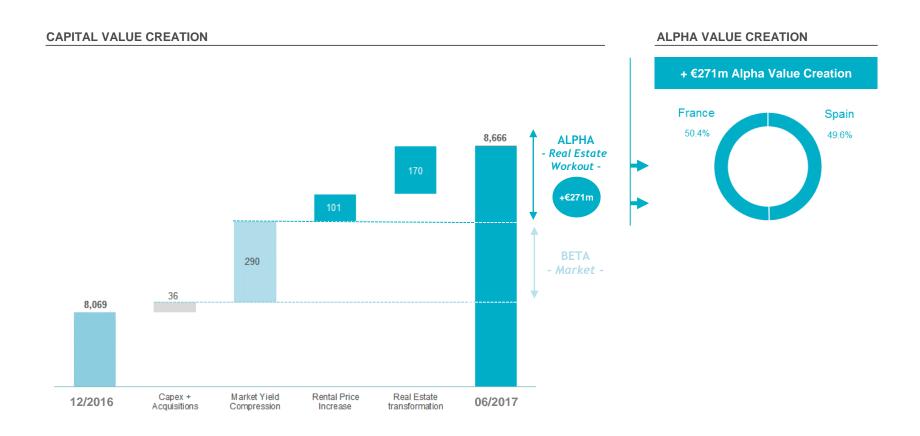


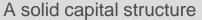


Strong underlying growth in Asset Values

## 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

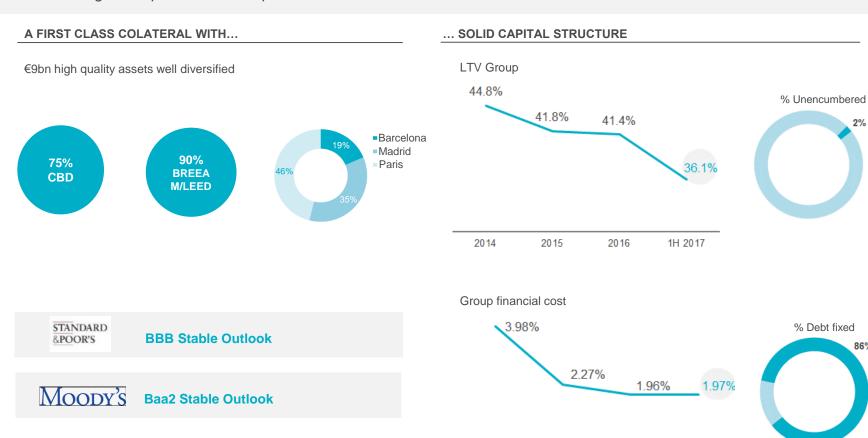




# Colonial

## 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



2014

2015

2016

1H 2017



# Colonial

## Significant increase in Group Net Profit through

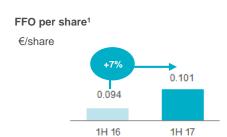
- > Delivery of strong increase in Gross Rental Income
- > Solid asset value growth through active real estate management
- > Savings in financing costs & positive Socimi impact in taxes

### STRONG TOP & BOTTOM LINE PERFORMANCE

#### **GROSS RENTAL INCOME**







## **PROFIT & LOSS ACCOUNT**

Results analysis - €m	1H 2017	1H 2016	Var.
Gross Rents	141	137	+3%
Net operating expenses (1)	(13)	(10)	
O verheads	(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%

<sup>&</sup>lt;sup>1</sup> Recurring net result excluding amortizations and accrual of the incentive plan

# O4 Financial performanceSuperior Risk Adjusted Returns



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

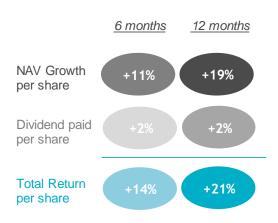
- > EPRA NAV of 8,07 €7share, + 11% in 6 months
- > Value creation with strong "Alpha component" through real estate transformation
- > Total return among the highest in the sector

### STRONG MOMENTUM IN NAV GROWTH

#### TOTAL SHAREHOLDER RETURN

## €/share





# O4 Financial performanceSuperior 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

## TOTAL SHAREHOLDER RETURN







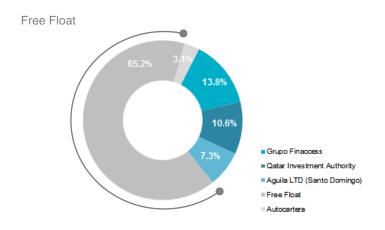
#### **OUTPERFORMANCE OF THE BENCHMARK**



## **Best Performing Specialist Fund for Spain**

Highest total return relative to the real estate sector benchmark annualised over 3 years to December 2016

### HIGH QUALITY SHAREHOLDER BASE WITH GOOD LIQUIDITY









€12m

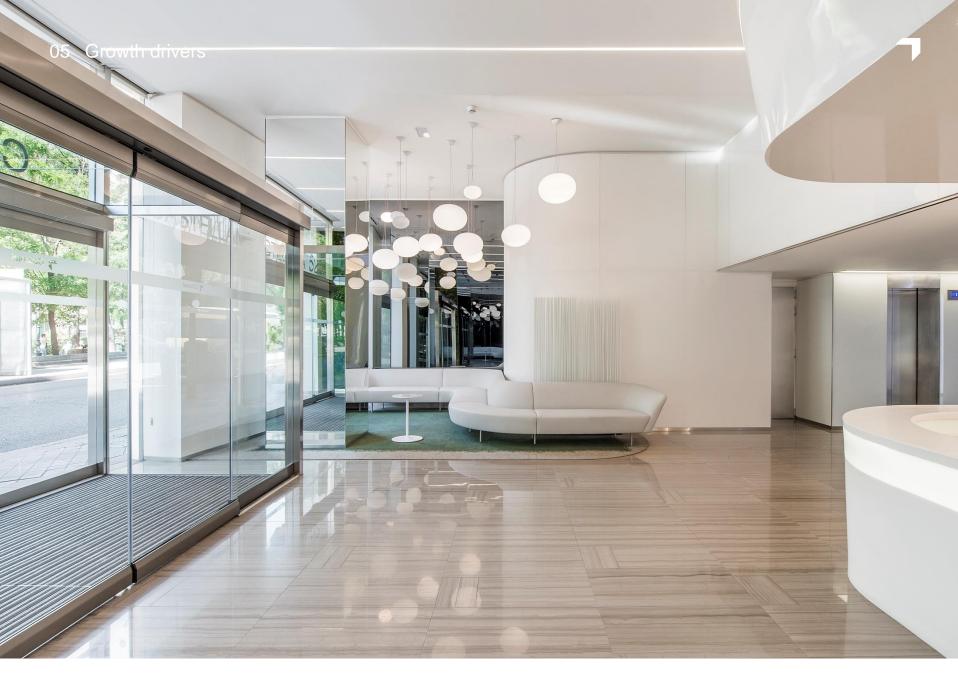
# O4 Financial performanceSuperior Risk Adjusted Returns



# 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

# SOLID DELIVERY..... ..... RECOGNISED BY CAPITAL MARKETS 26/07/17 Alpha II €/share 2016 Results SFL 2 **2016 Results Colonial** 3 Rating upgrade S&P 5 1Q 2017 Results Colonial **Capital Increase** 6 7 Socimi announcement **IBEX35 Inclusion** AGM - Socimi approuval YTD Jan-17 Mar-17 May-17



Value creation through real estate transformation

## 05 Growth drivers

# A portfolio with growth potential

# Colonial

## 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

#### **GLA ABOVE GROUND**

#### MAIN ASSETS



- A Capturing Reversion 291,011 sq m
  - > Torre BCN
  - > Jose Abascal, 45
  - > Poeta Joan maragall
  - > Ortega y Gasset
  - > Alcala 30
  - > Le Vaisseau
  - > Washington Plaza

- Prime Factory Projects 136,513 sq m
- > Discovery Building
- > Príncipe de Vergara, 112
- > Parc Glòries
- > Louvre Saint Honoré
- > Plaza Europa, 46 48
- > Emile Zola
- > Castellana, 43
- > 92 Champs Elysées
- Cézanne Saint Honoré
- > Castellana, 163
- > Parc Central 22@
- > Other Areas

- Value Added initiatives
  140,407sg m
- > Jose Abascal 56
- > Diagonal 609
- > Illacuna
- > Castellana, 52
- > Lopez de Hoyos, 35
- > Berlin / Numancia



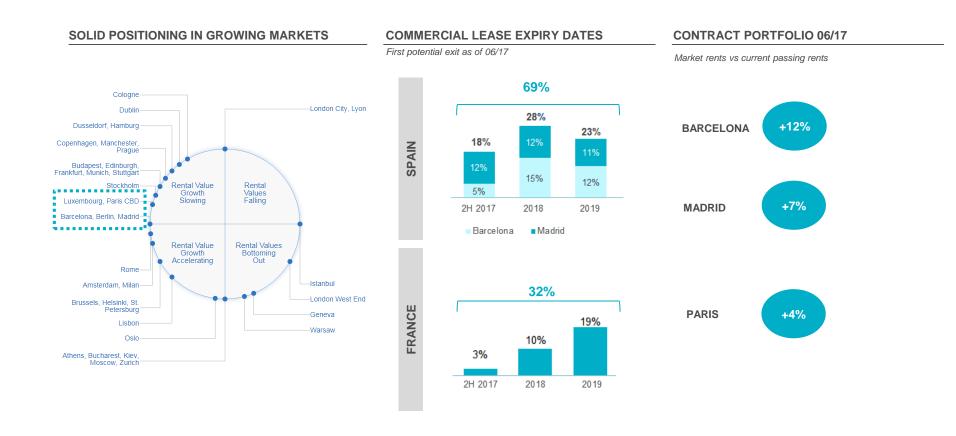
Identification and analysis of future projects underway



# 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





# 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

	GLA <sup>1</sup>
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	€295m³









Additional Gross Rental Income <sup>2</sup>	<b>€20m</b> <sup>2</sup>
Yield on cost Spain > 7%	Final Product

Additional Gross Rental Income<sup>2</sup> €32m <sup>2</sup> Yield on cost Spain > 7% → Final Product Yield on cost France > 6.5% → Final Product



Prime product to capture market recovery

<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



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



## 05 Growth drivers

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

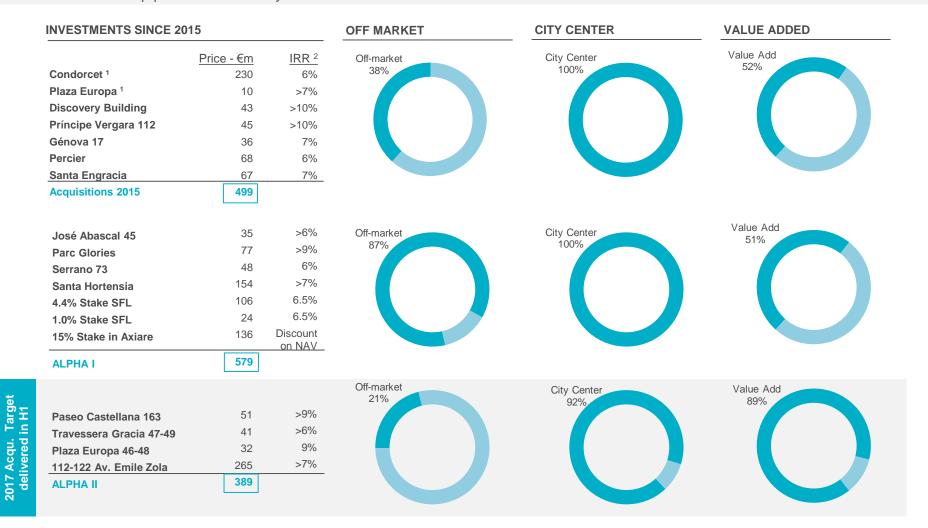




# Implementation of selective acquisition programme on track

## 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

<sup>(2) 10</sup> year ungeared asset IRR

## 05 Growth drivers



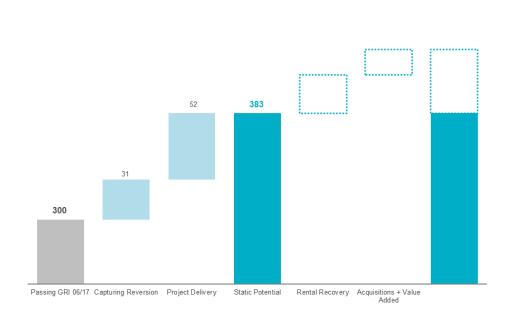
Healthy returns through a high quality growth profile

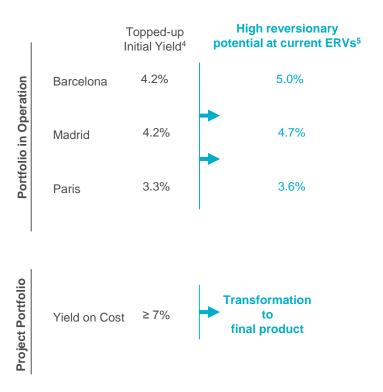
## A solid base for high quality growth

- > 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>&</sup>lt;sup>1</sup>Topped-up passing GRI

<sup>&</sup>lt;sup>2</sup>Cap rate for exit value in 10Y DCF valuation

<sup>&</sup>lt;sup>3</sup>Market analysts in Spain report gross yields and in France net yields

<sup>&</sup>lt;sup>4</sup> Topped-up Initial Gross Yield for Spain & Net Yield for Paris

<sup>5 100% 06/17</sup> ERV Gross Yield for Gross & Net Yield for Paris





#### **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





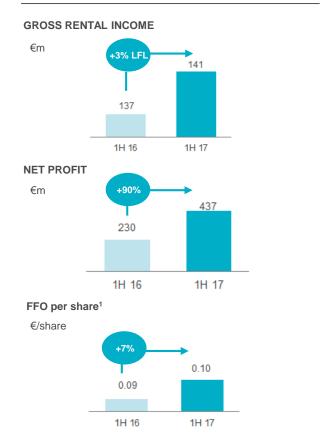
# Positive momentum in earnings

# High double digit profit increase based on high quality growth drivers

- 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** 37 3.8 +€5.8m 2.5 31 0 Financial Result Recurring Recurring Recurring Minorities & Earnings **EBITDA** Income Taxes Earnings 1H 2016 1H 2017

## STRONG TOP & BOTTOM LINE PERFORMANCE

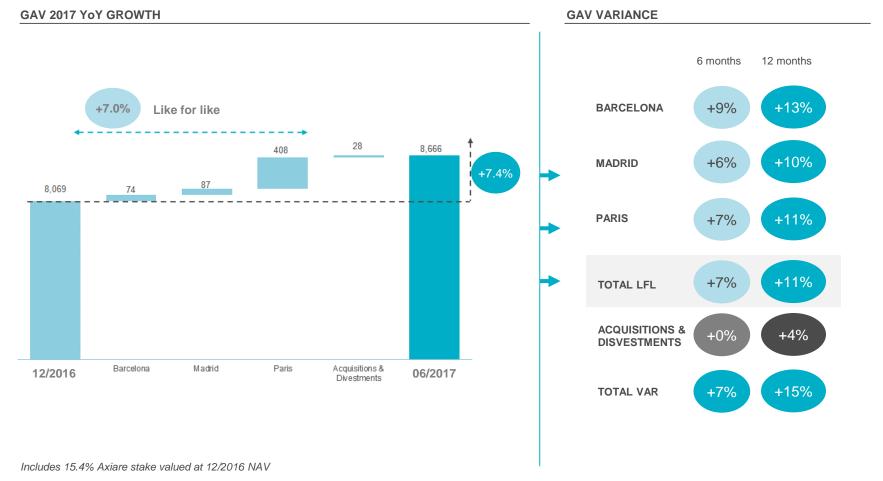


<sup>&</sup>lt;sup>1</sup> Recurring net result excluding amortizations and accrual of the incentive plan



## 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

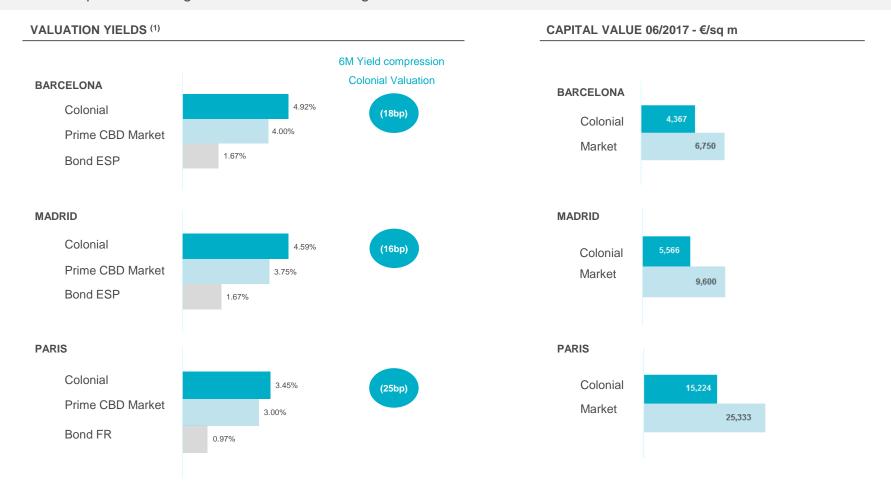




# Attractive valuation levels of current portfolio

## 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

# Colonial

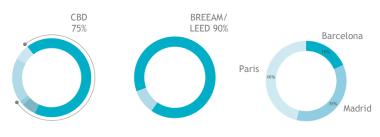
## A high quality collateral underpinned with a solid financial structure

- > 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

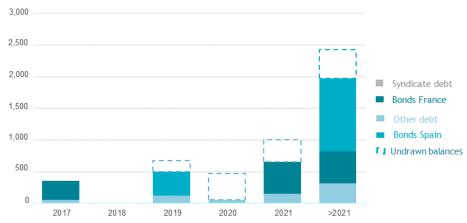


Strong credit profile with solid investment grade rating

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

#### A SOLID FINANCIAL STRUCTURE

Capital Structure	31/12/2016	30/06/2017
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	е	
	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%	6
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