

Colonial



First Quarter Results 2015

May 2015

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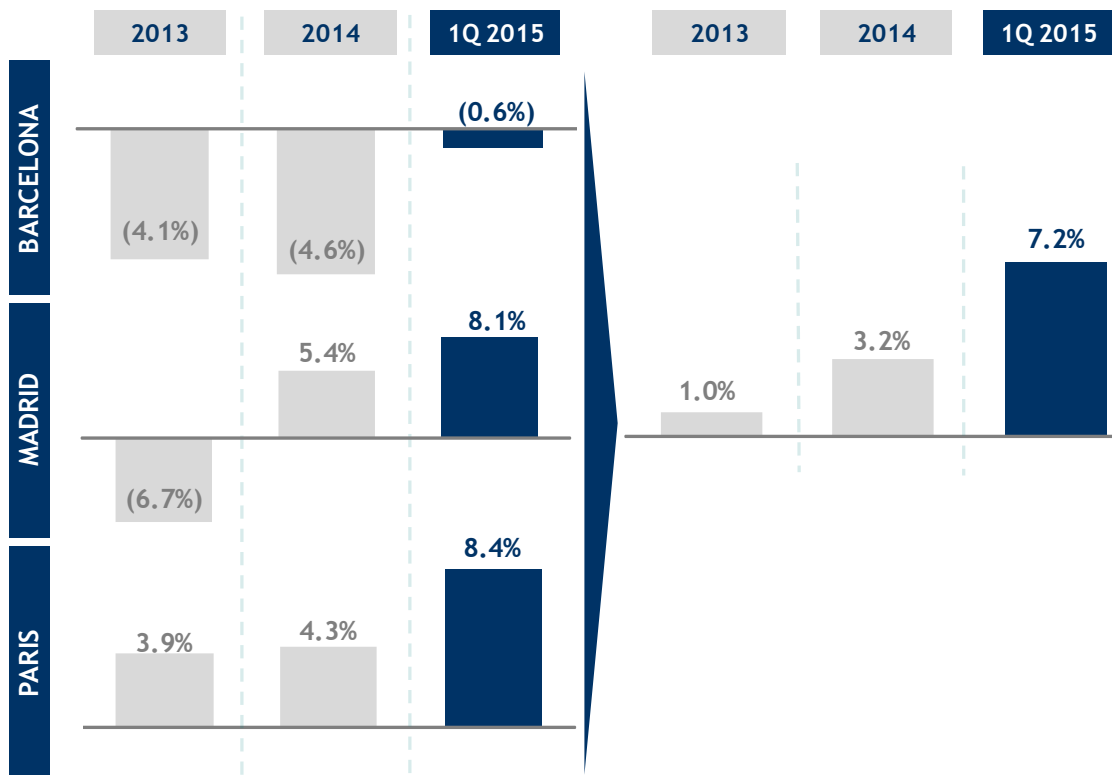
Strong performance of first quarter 2015 vs. 1Q 2014

	1Q 2015	Var vs. 1Q14
EPRA Occupancy ⁽¹⁾ - Total Portfolio	86%	+236 bps
EPRA Occupancy ⁽¹⁾ - Office Portfolio	84%	+270 bps
Gross Rents	€55m	+7% LFL
Recurring EBITDA	€41m	+9% LFL
Recurring Net Profit	€5.8m	2.4x

Ongoing prime factory repositioning - €40m of capex in 1Q 15

- Strong rental growth ➔ +7.2% like for like
- Clear recovery of Colonial’s portfolio in every market

"Like for Like" Rental Growth



Strong Recovery of Rental Cash Flow

- ✓ Paris & Madrid above 8% rental growth
- ✓ Barcelona flat, but significant improvement versus previous years
- ✓ Total Portfolio +7,2% like for like

Prime Positioning that delivers superior rental growth

2015 First Quarter Results Strong Letting Performance

- Letting activity with positive momentum in all markets
- Outstanding letting-up in Paris - first quarter with “record” volume

Barcelona > 6,000 sq m let



1,984 sq m

Av. Diagonal, 609-615



1,509 sq m

Berlín-Numancia



1,148 sq m

Av. Diagonal, 530

- ✓ Huge volume of new contracts
- ✓ Strong momentum vs. previous quarter
- ✓ Additional lettings in pipeline

Madrid > 6,000 sq m let



2,209 sq m

José Abascal, 56



1,910 sq m

Recoletos, 37-41



880 sq m

Francisco Silvela, 42

- ✓ Proven performance of prime CBD
- ✓ Retention of all clients in office portfolio
- ✓ Ongoing positive momentum

Paris almost 20,000 sq m let



9,706 sq m

#Cloud



7,549 sq m

131 Wagram



1,879 sq m

Edouard VII

- ✓ Quarter with record volume of lettings
- ✓ 30% of #Cloud project pre let to Exane
- ✓ 12 year fixed term lease in 131, Wagram

2015 First Quarter Results

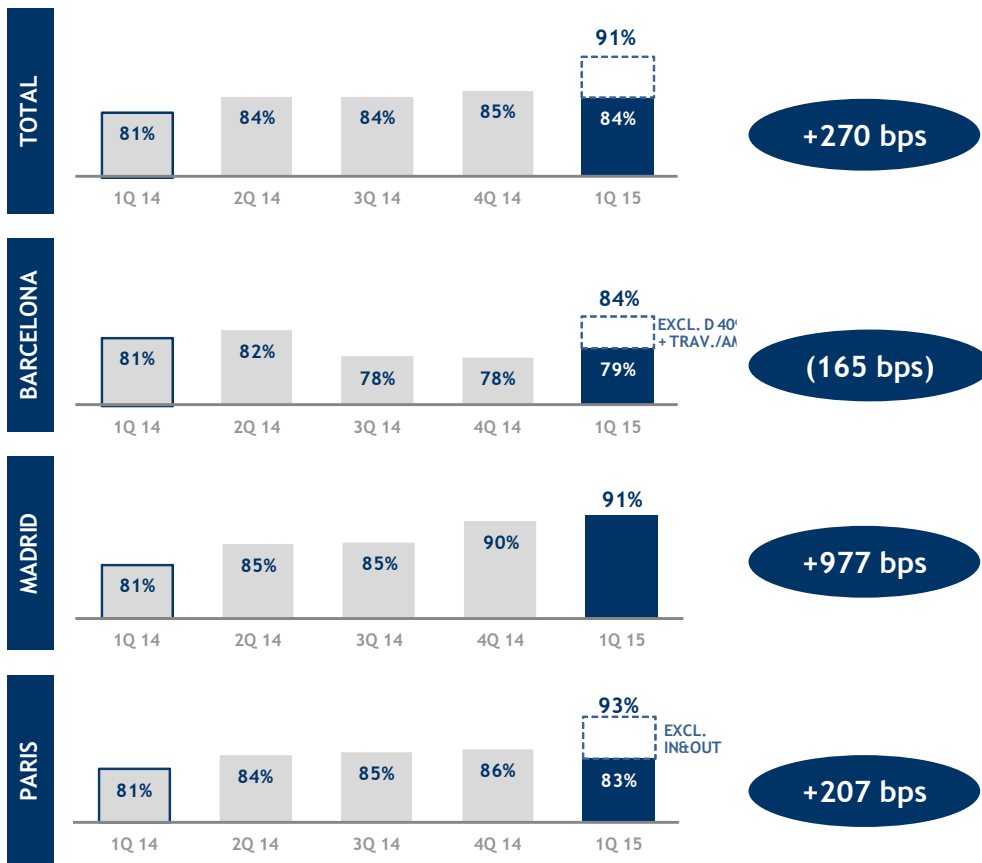
Office occupancy improvements in office portfolio

Occupancy improvements underway, +270 bps vs. 1Q 2014

EPRA Financial Occupancy

Office Occupancy - Evolution of Colonial's Portfolio

Var. vs. 1Q 2014



Spain - EPRA Occupancy Office Portfolio

- ✓ Madrid +977 bps up to 91% occupancy
- ✓ Barcelona slightly below 1Q 2014
- ✓ Positive momentum vs. 4Q 2014

France - EPRA Occupancy Office Portfolio

- ✓ Paris +207 bps up to 83% occupancy
- ✓ 93% occupancy excl. IN/OUT
- ✓ Ongoing marketing process for IN/OUT

Continuous repositioning of portfolio as an ongoing process to maximize value creation

“Prime Factory” Investments

Paseo de los Tilos



Inaugurated
+ fully let

Jose Abascal



Uplift in
occupancy

90 Champs Elysées



Released
+ pre let

#Cloud



30% pre let

Prime repositioning as ongoing process

- ✓ More than 40€m invested in first quarter 2015
- ✓ Clear success of Paseo de los Tilos & Jose Abascal repositioning
- ✓ Release of more than 5,700 sq m in 90 Champs Elysées, fully pre let
- ✓ Progress on #Cloud project execution

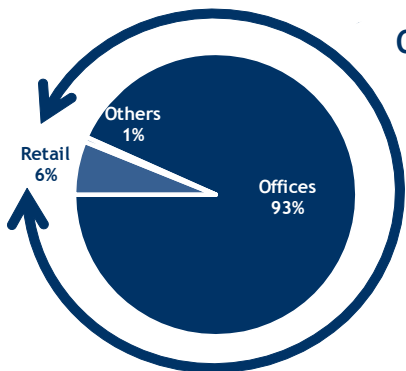
“High end” Prime Product to capture top tier demand

2015 First Quarter Results

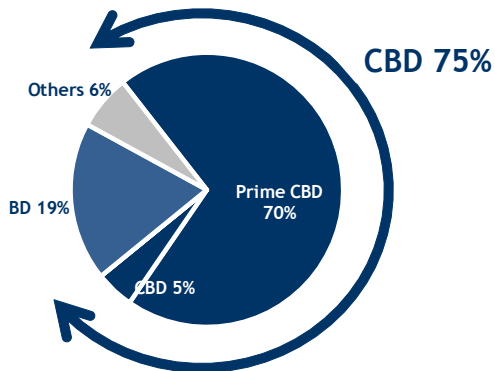
High quality asset base with solid capital structure

High quality asset base with solid capital structure as base for further value creation

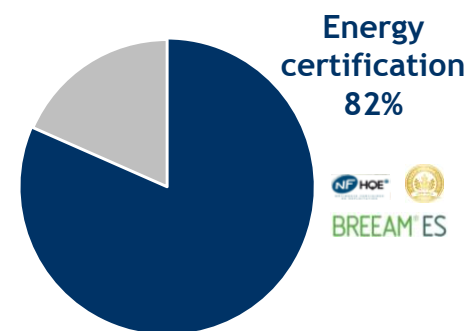
Focused high quality asset base of > 5.7 €bn GAV



Offices
93%

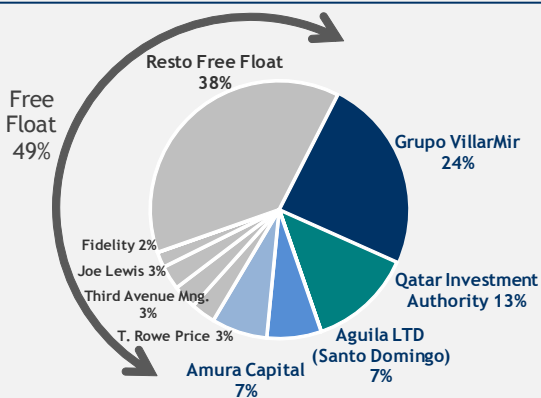


CBD 75%

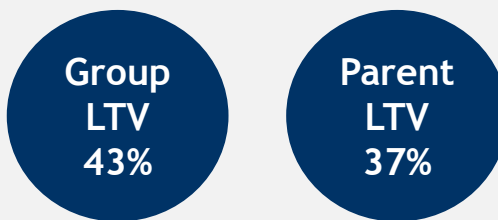


Solid Capital Structure

2€bn Market Cap with c.50% free float



Prudent Financial Structure



High Credit Credentials

French subsidiary with
Investment Grade Rating
BBB⁺ with positive outlook

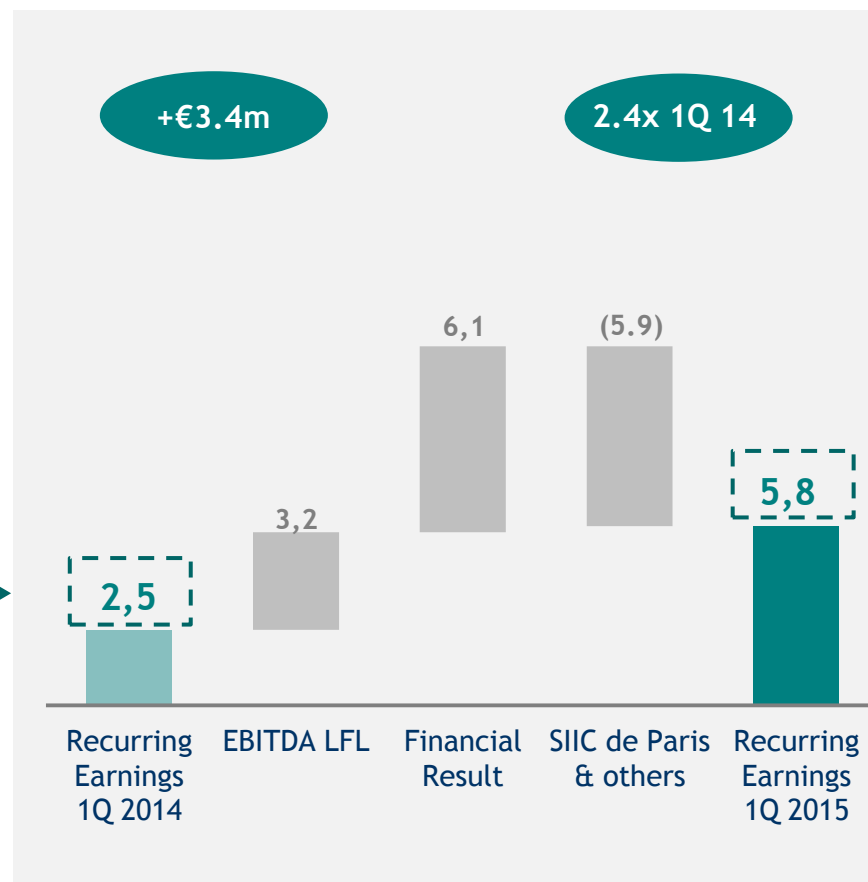
Significant increase of recurrent earnings vs. 1Q 2014

Profit & Loss Accounts

Results analysis - €m	1Q 2015	1Q 2014
Gross Rents	55	53
Net operating expenses ⁽¹⁾	(6)	(4)
Overheads	(8)	(8)
Recurring EBITDA	41	40
Results associated to SIIC de Paris - recurring	0	2
Recurring financial result	(23)	(29)
Income tax expense & others - recurring	(3)	(1)
Minority interest - recurring	(10)	(10)
Recurring Earnings	5.8	2.5
Non recurring financial result / MTM	(1)	(31)
Discontinued operations	0	704
Others	(0)	(1)
Profit attributable to the Group	4.8	674

(1) Includes other income

Recurring Income - €m - Variance Analysis



Conclusion & Outlook

1

Prime office positioning delivers strong growth of rental cash flow

2

Positive performance of operating business in all markets

- ✓ Letting up on progress with increasing momentum
- ✓ Occupancy improvements underway
- ✓ Successful repositioning process

Further value creation to be captured by

- ✓ Ongoing operational improvement combined with recovering markets
- ✓ Optimization of financial structure
- ✓ New Acquisitions & Continued Prime Repositioning



Q & A