## Colonial



- Business Update –

Mr. Pere Viñolas
Chief Executive Officer













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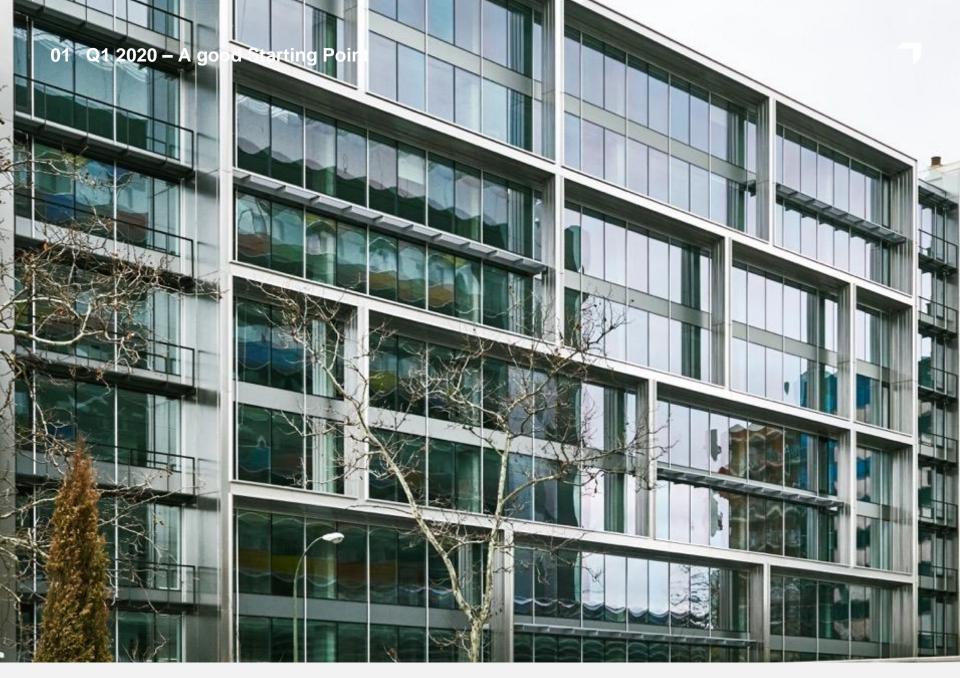
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- 01 Q1 A good Starting Point
- O2 Covid-19 Operating Update
- 03 Non-Financial Highlights ESG
- 04 Prime Positioning
- 05 Conclusion



A good start into the year 2020 pre-covid

#### 01 Q1 – A good Starting Point



## A good start into the year 2020 – A strengthened position to navigate the crisis

- > Solid top line & bottom line growth
- > GRI Like for Like at +6%
- > EPRA Vacancy at 2%, rents signed at high levels

Profit & Loss - €m	03/20	YoY Var
Net Profit	€32m	+39%
Recurring Net Profit	€36m	+10%
Recurring EPS	7.2 €Cts/share	+10%

Solid Fundamentals	03/20
EPRA Vacancy	2%
Volume of sq m signed	13,539
Maturity <sup>4</sup> signed in Spain	6 years
Maturity <sup>4</sup> signed in France	9 years

Outstanding GRI like for like	03/20	YoY Var
Group like-for-like <sup>3</sup>	€86m	+6%
Madrid like-for-like <sup>3</sup>		+14%
Barcelona like-for-like <sup>3</sup>		+10%
Paris like-for-like <sup>3</sup>		+2%

Capturing Rental Price Increases					
Double-digit release Spread <sup>1</sup>	+21%				
Barcelona	+50%				
Madrid	+15%				
Paris	na				
Strong rental growth <sup>2</sup>	+6%				
Barcelona	+7%				
Madrid	+5%				
Paris	+7%				

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

<sup>(2)</sup> Rental prices signed vs ERV 12/19

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

<sup>(4)</sup> Maturity until expiry of the contract

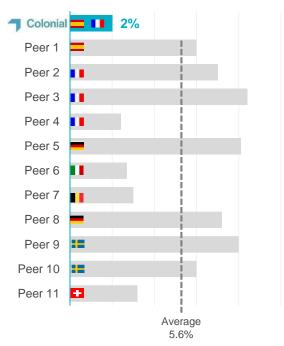
## 01 Q1 – A good Starting Point

Colonial

- Performance vs peers Healthy vacancy levels
- > Colonial strongly-positioned vs peer group & market average
- > Barcelona and Paris portfolio outstanding
- > A solid base to capture rental growth

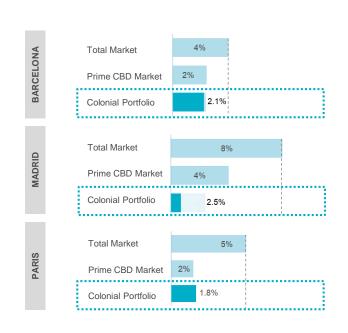
#### **EPRA VACANCY**

#### **VACANCY 3/20 vs PEERS (TOTAL PORTFOLIO)**



Source public information

#### **VACANCY COLONIAL vs MARKET 3/20**



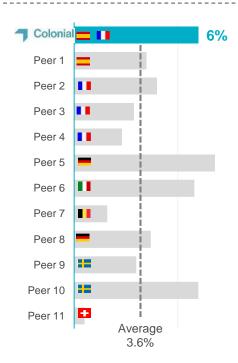
# 01 Q1 – A good Starting Point Performance vs peers – GRI LFL well above average

Colonial

- > Colonial with strong GRI LFL well above peer average
- > High double-digit positive release spreads
- > Solid release spreads in every city

#### **SOLID INCREASE IN RENTAL PRICES**

#### GRI LFL 3/20 vs PEERS



#### RELEASE SPREAD<sup>1</sup> 3/20 vs PEERS



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



Limited Covid-19 impact YTD



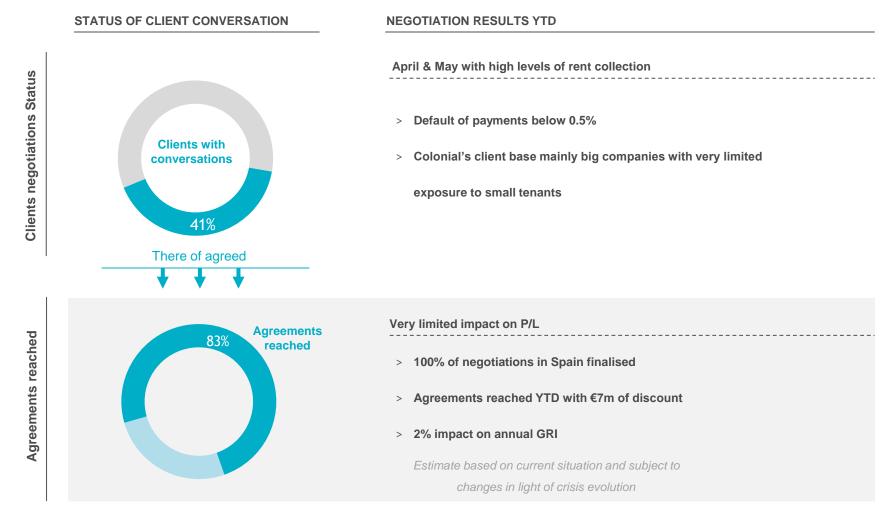
## Proactive management in key areas of the company

MARCH	MARCH APRIL MAY		APRIL MAY JUNE		JUNE	JULY
Implementation of  covid-19 protocol  within our buildings	Increased liquidity  through the signature of  200€m sustainable loan	Rating agencies S&P and  Moody's confirm credit  rating, BBB+ and Baa2	Pre-letting of Marceau Goldman Sachs	Logistics Disposal  Settlement of Call Option  signed in 2019		
Disposal of 2 non-core  assets with  >20% premium	More than 3,000 sqm signed, +10% vs ERV +50% release spread	500€m of bond issuance, increasing liquidity above €2,500m	Agreements fully reached with clients in Spain, 2% impact of 2020 GRI			
Postponement  of capex program €60M  (Mendez Alvaro)		Release of Q1 results, with vacancy rate at 2%	Stable dividend of  20 €Cts /share  approved by AGM			

# 02 Covid-19 – Operating UpdateCOVID-19 – Agreements & discounts

Colonial

- > Conversations with circa 41% of clients
- > Agreements almost finalized Spain with agreements on all files
- > Discounts in very limited cases: 2% impact on annual GRI



# Covid-19 – Operating UpdateCOVID-19 – Agreements & deferrals



- > Agreements almost finalized Spain with agreements on all files
- > Deferrals in exchange of longer-term maturities
- > Secured future GRI of €40m YTD through longer maturities



Letting activity remains solid in April & May 2020

Colonial

- > More than 12,000 sqm signed in April and May 2020
- > Covid19 months May/June letting activity in line with 1st quarter (PreCovid)
- > Solid rental levels with healthy maturities

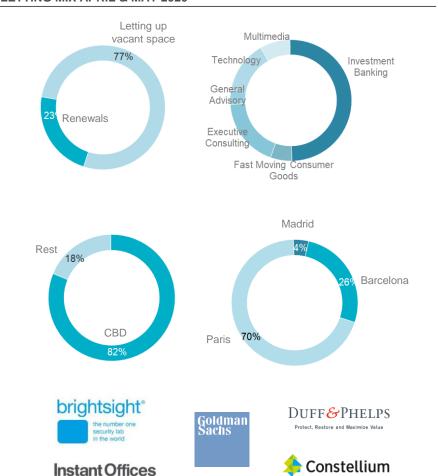
#### SQM SIGNED 05/2020 YTD

	Madrid & Barcelona	<u>Paris</u>	Group
Q1 2020 -PreCovid	12,398	1,141	13,539
April / May 2020	3,676	8,441	12,117

#### KPIs 05/2020 YTD

KF13 03/2020 11D			
	Madrid & Barcelona	<u>Paris</u>	Group
Maturity <sup>1</sup>	6 years	11 years	9 years
First Exit	3 years	8 years	6 years
Release Spread	+26%	+14%	+22%
ERV Growth	+7%	+10%	+9%

#### **LETTING MIX APRIL & MAY 2020**





Letting activity remains solid in April & May 2020

- > Unique asset in Paris Prime location
- > Project design with the highest environmental standards
- > Pre-let of more than 6,000 sgm with AAA tenants

#### PRIME ASSET IN PRIME POSITION













#### RESILIENT PRODUCT ATTRACTING TOP TENANTS

#### **Top Tenants**

- > More than 6,000 pre-let with Goldman Sachs for its Paris HQ
  - 12 years lease with 9 years with mandatory compliance
  - Remarkable transaction with very satisfactory terms
  - Unique/ flexible product to attract and retain talent
- > Just 1,400 sqm left available, project delivery in 2H 2021

#### **The Best Product**

- > Unique location, at 150 meter from Place de l'Étoile.
- > Fully redesigned by French talented Dominique Perrault's architect.
- > Six-storey property features an interior courtyard and terraces offering outstanding views of the Arc de Triomphe.
- > Hybrid building offering meeting areas and high-quality services
- > Best environmental standards with highest technical performances.

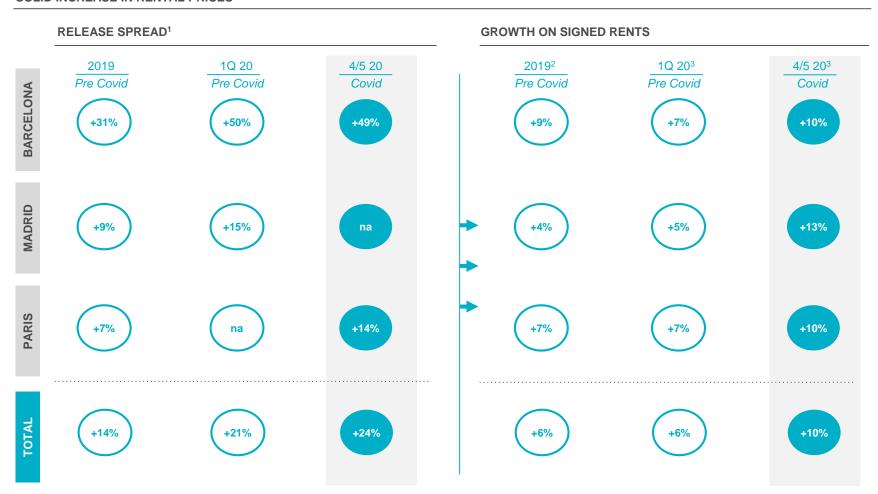
Colonial



Rental Price levels remain solid in April & May 2020

- > Price levels remain solid in April & May in every segment
- > Releases Spreads double digit in Spain & France
- > Rental Prices +10% vs ERV 12/19

#### **SOLID INCREASE IN RENTAL PRICES**



- (1) Signed rents vs previous contracts (renewals)
- 2) Signed rents vs 12/18 ERV (new lettings & renewals)
- Signed rents vs 12/19 ERV (new lettings & renewals)

## Rental Price levels remain solid in April & May 2020

#### **GROWTH ON SIGNED RENTS<sup>1</sup>**

#### Diagonal 609



Sant Cugat



Castellana 163



Marceau



**Torre BCN** 



**Washington Plaza** 



#### **RELEASE SPREAD<sup>2</sup>**

Via Augusta



**Diagonal 609-615** 



#### **Washington Plaza**

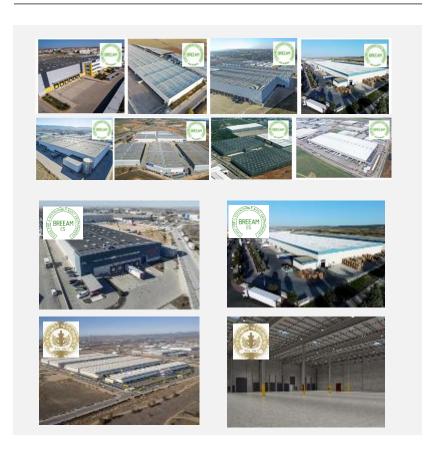


## Logistics disposal – Execution of Call Option confirmed

Colonial

- > Settlement of Call Option signed in 2019
- > €100m cash proceeds in July
- > €64m cash proceeds in Q4 2020

#### LOGISTICS PORTFOLIO DISPOSAL



#### LOGISTICS PORTFOLIO DISPOSAL - SECOND PHASE

In August 2019 Colonial signed the disposal of its logistics portfolio which included a call option for part of them

In July 2020, the call option has been executed:

- > It includes 7 assets with 159,000 sqm in the first and second ring of Madrid
- > The assets include more than 150 decks, cross docking warehouses and more than 1,000 parking units
- > The 7 assets have Bream or Lead energy efficiency certificates

#### **Settlement of Call Option signed in 2019**

- > €100m cash proceeds in July 2020
- > €64m cash proceeds in Q4 2020

Ongoing access to debt markets and liquidity

- > Investment Grade Rating confirmed
- > €200m of ESG loan signed in Spain
- > €500m successful bond issuance in France

#### **Investment Grade Rating Confirmed**

#### **Credit Rating confirmed**

- √ S&P maintains rating at BBB+
- √ Moody's maintains rating at Baa2



#### ESG loan signed in Spain

#### **New ESG Ioan**

- √ Top tier international banks
- ✓ All in cost of 137 bp
- ✓ Linked to GRESB rating





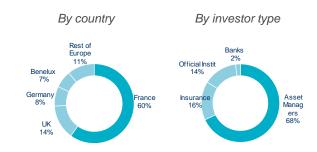




#### **Bond issuance in France**

#### Successful issuance in bond market

- √ €500m
- √ 1.5% fixed coupon
- √ 7 years maturity
- √ 4x oversubscription
- √ 60% allocation in France



Colonial



Strong Commitment on ESG & Decarbonization

# Non Financial Highlights - ESG Maximum Energy Efficiency Standard



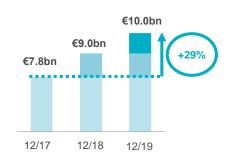
#### **MAXIMUM ENERGY EFFICENY SATNDARDS**



- > GRESB / BREEAM 2019 Award for Responsible Real Estate Investment
- > #1 in the Large Portfolio Category (more than €1bn)
- > 92% of portfolio with highest energy standards

#### Portfolio with Leed/Breeam<sup>1</sup> - value

#### Portfolio with Leed / Breeam<sup>1</sup> 2019





#### Breeam - Value breakdown







#### **GREEN FINANCING**

More than €350m of ESG loans

> Thanks to its high standards in sustainability, in April 2020
Colonial formalized a sustainable loan for €200m with the margin linked to its GRESB rating.









> Together with the sustainable loans from 2019 which amount to €151m, to date Colonial has issued €351m of sustainable financing.



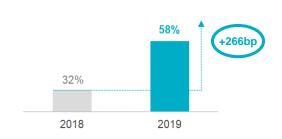


(1) GAV Office Portfolio in operation



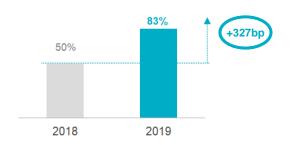
#### **GREEN PROCUREMENT**

(%)



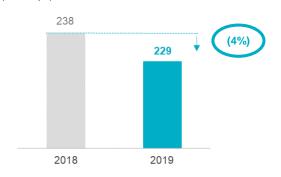
#### RECYCLED/RECOVERED WASTE

(%)



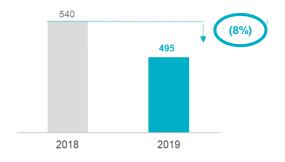
#### **ENERGY CONSUMPTION**

(Kwh/sqm)



#### WATER CONSUMPTION

(Liters/sqm)

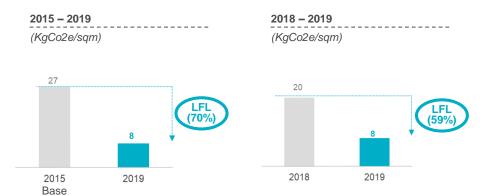




#### **COLONIAL ALIGNED WITH PARIS AGREEMENT**

- > Objective of carbon neutral portfolio in 2050
- > Objective of a 75% carbon reduction until 20301

#### CARBON EMISSIONS - PORTFOLIO LIKE FOR LIKE



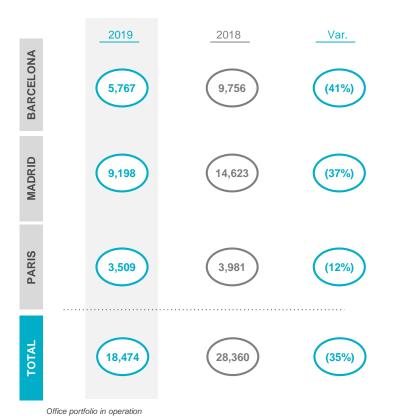


Year



#### SIGNIFICANT REDUCTION OF THE CARBON FOOTPRINT

#### **SCOPE 1, 2 & 3 – ABSOLUTE FIGURES-** (tCO2e)



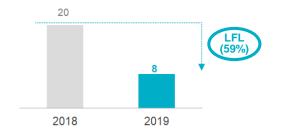
#### SCOPE 1 & 2 - FIGURES LIKE FOR LIKE

#### CARBON EMISSIONS - (tCO2e)



#### CARBON EMISSIONS- (KgCo2e/sqm)

#### Portfolio like for like



## Colonial

#### Opportunity to build the 1st Wood Office Building in Spain

- > Small premise of 2,500sqm above ground
- > Good location in the 22@ area of Barcelona
- > JV partnering with Family Office of Barcelona, current owner of the land & project

#### **ESG Investment – "Decarbonization Laboratory"**

- > A building of wood has significant advantages in reducing the carbon footprint
  - Circa 50% in carbon emissions during construction
  - Waste reduction modular property with many prefabricated parts
  - Significant carbon storage (through wood structure)
  - Reduced mass to be heated / cooled
- > Trade-off Decarbonization vs. Economics
  - A wood building seems to have higher construction costs
  - However, construction should be faster
  - Clear economic trade-off





LOBBY



Non Financial Highlights - ESG Located in 22@, one of the fastest-growing business districts in Spain

#### WittyWood - Barcelona 22@

- > First office building built entirely of wood in Spain
- > Located in 22@, Barcelona's burgeoning technological district, home to over 8,800 firms
  - > Plot is situated in one of Barcelona's 22@ most dynamic areas: Poblenou's Rambla
  - > Surrounded by multinational companies (e.g. Glovo, General Electric) and flex Buildings
- > Excellent public transport services and amenities in the vicinity













A diversified Core CBD Portfolio with a strong balance sheet



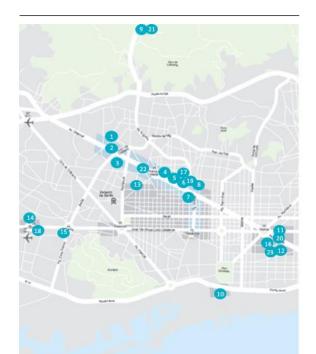
#### **RESILIENCE THROUGH PRIME POSITIONING**

- 1 A super Core CBD Portfolio
- 2 AAA Clients with strong solvency
- 3 A defensive Project Pipeline
- 4 A strong balance sheet
- 5 Flight to quality

- A Super Core CBD Portfolio
- > Colonial as largest office owner in the City Center of Madrid, Barcelona and Paris
- > Strong market share in CBD
- > Prime positioning enhances resilience

#### **BARCELONA**

#### Colonial Portfolio - max rent signed



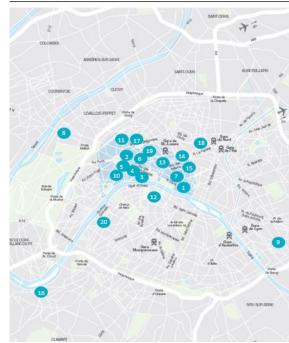
#### **MADRID**

#### Colonial Portfolio - max rent signed



#### **PARIS**

#### Colonial Portfolio - max rent signed







Adevinta









**ALLEN & OVERY** 













Cartier













**NETFLIX** 



## **04** Defensive Prime Positioning



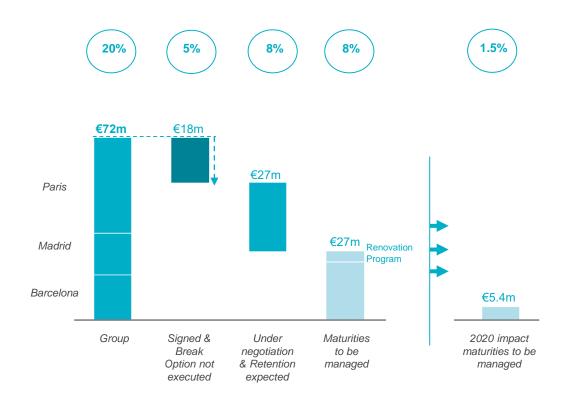
- 1 A Super Core CBD Portfolio Investment transactions since Covid-19 crisis
- > Investment market for CBD Offices remains active
- > Markets continues with solid transaction prices YTD

	7 rue de Téhéran	CBD Prime	€210m	7,000 sqm	2.6% Yield
SIIS	46 av. Grande-Armée	CBD	€200m	7,600 sqm	€26,000/sqm
PARIS	8 rue Saint-Sabin	CBD	€115m	4,900 sqm	3.15% Yield
	Strong activity with 4 prime CBD deals in the market	Core / Core + Value Add	Americans and long ter with high willing		Yields ≈2.6%
RID	Velázquez 34 (incl. retail areas)	CBD Prime	€120m	7,535 sqm	€15,928/sqm
MADRID	Fernando El Santo 20	CBD	€42m	3,798 sqm	€11,058/sqm

#### CONTRACT PORTFOLIO 2020 MATURITIES - DELIVERY YTD ON TRACK

#### 2020 MATURITIES MANAGEMENT ON TRACK

% on annualized 12/19 Group GRI1



#### **2020 MATURITIES MIX**

2020 clients with 7 years of loyalty, half of them Paris



<sup>1)</sup> Topped Up GRI as of 12/19

<sup>(2)</sup> Loyalty of the main tenants maturity

#### **04** Defensive Prime Positioning

2 AAA Clients with strong solvency

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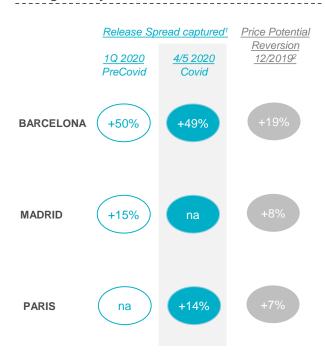
- > Reversion as solid cash flow "buffer"
- > Contract Portfolio under-rented
- > Delivery of high release spreads YTD

#### **REVERSION AS SOLID "BUFFER"**

#### **REVERSION IN PRIME PREMISES**

#### **ENHANCED THROUGH RENOVATION PROGRAM**

#### Strong delivery YTD





























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

<sup>2)</sup> Market rents vs current passing rents as of 12/19 without including future rental growth 3) Contract signed in Q1 2020



## 3 A defensive project pipeline

## Close to €30m of pre-let secured

- > Significant Pre-let level with AAA tenants
- > Top Product in unique locations

Pro	ject	Committee	l City	% Group	Delivery		GLA (sqm)	Total <sup>1</sup> Cost €m	Yield on Cost
1	Castellana, 163	✓	Madrid CBD	100%	Delivered	87% Pre-let	10,910	52	7.5%
2	Diagonal 525	✓	Barcelona CBD	100%	1H 21	100% Pre-let	5,710	39	5.1%
3	Miguel Angel 23		Madrid CBD	100%	1H 21		8,036	66	5.9%
4	83 Marceau	✓	Paris CBD	82%	1H 21	80% Pre-let	9,600	151	5.5- 6.0%
5	Velazquez 88	✓	Madrid CBD	100%	1H 21		17,239	113	7.7%
6	Biome	✓	Paris City Center	82%	2H 21		24,500	283	5.0%
7	Plaza Europa 34		Barcelona	50%	2H 22		14,306	42	7.0%
8	Mendez Alvaro Campus		Madrid CBD South	100%	2H 22		89,871	300	7.9%
9	Sagasta 27		Madrid CBD	100%	2H 22		4,481	23	7.0%
10	Louvré SaintHonoré	✓	Paris CBD	82%	2023	100% Pre-let	16,000	208	7.7%
TOT	TAL OFFICE PIPELINE						200,653	1,277	6.7%

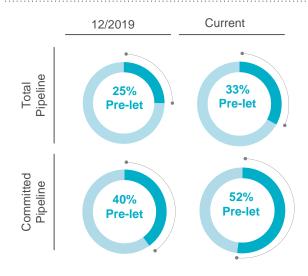
<sup>&</sup>lt;sup>1</sup> Total Cost Finished Product = Acquisition Cost/ Asset Value pre Project + future Capex



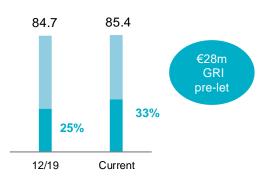




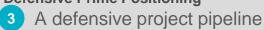
### GRI - Project Pipeline



#### GRI Pre-Let €m



#### 04 Defensive Prime Positioning



## Colonial

#### Yield on cost confirmed and enhanced

- > Significant Pre-let level with AAA tenants
- > Top Product in unique locations

Pro	ject	Committte	d City	% Group	Delivery	GLA (sqm)	Total <sup>1</sup> Cost €m	Yield on Cost
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TO	TAL OFFICE PIPELINE					200,653	1,277	6.7%

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







# 392 364

Proforma I

Rest of

pipeline

Full project

reversion

## Yield On Cost - Project Pipeline

Secured

project

Pipeline

Group GRI

12/19

**GRI - Path to reversion** 

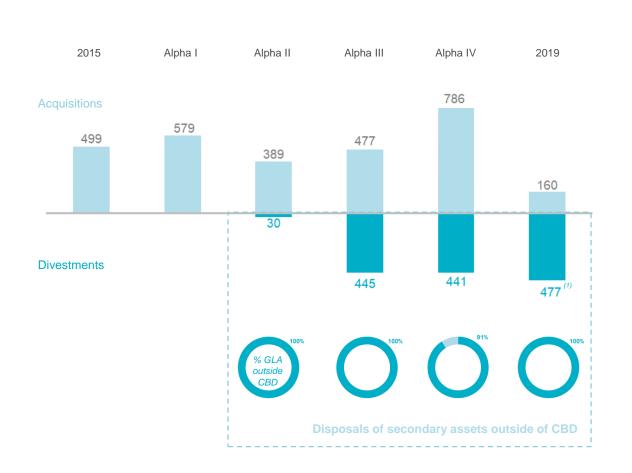
83 Marceau	5.2%	5.5-6%
Total Pipeline	6.6%	6.7%

#### 04 Defensive Prime Positioning



- 5 Flight to quality through active asset management
- > Ongoing flight to quality through disciplined capital allocation
- > Disposal of non-core asset for €1.4bn
- > Increasing the prime exposure and defensive profile of our portfolio

#### INVESTMENTS & DIPOSALS SINCE 2015 - €m



#### Disposal on March 23 2020



Price of €8.4m

+22% vs. 12/19 GAV

Logistics Disposal
Settlement of Call Option
signed in 2019







#### COVID19 - COLONIAL WITH PROACTIVE RESPONSE

- > Agreements with clients almost finalized
  - ✓ Discounts in very limited cases: 2% impact on annual GRI
  - ✓ Deferrals in exchange of longer-term maturities €40m rents secured YTD
- > Letting activity remains solid in April & May 2020
  - ✓ Covid19 months April/ May in line with 1st quarter (PreCovid)
  - Solid rental price levels with healthy maturities
- > Defensive Project Portfolio
  - ✓ Significant pre-let with AAA tenants
  - Yield on cost confirmed and enhanced
  - ✓ Significant future annual GRI secured YTD close to 30 €m
- > Final settlement of logistics call option
- > Strong Balance sheet with solid access to debt markets
  - ✓ Investment Grade Rating confirmed
  - ✓ €200m ESG loan in Spain
  - ✓ €500m of successful bond issuance in France
  - ✓ Stable dividend approved in 06/20 AGM

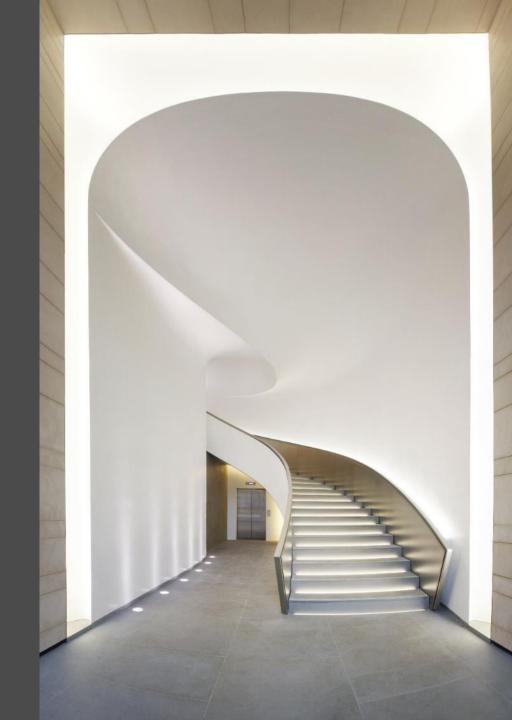
#### **SOLID FUNDAMENTALS - RESILIENT PRIME POSITIONING**

- > Scarce supply of high quality product
- > Letting activity with good terms
- > Positive release spreads in every segment
- > Investment markets for prime product remain active



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