Alpha VI

June 3<sup>rd</sup>, 2021





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- 01 Executive Summary
- 02 Transaction Structure
- 03 Rationale
- 04 Timeline & Execution
- 05 Conclusion
- 06 Appendix

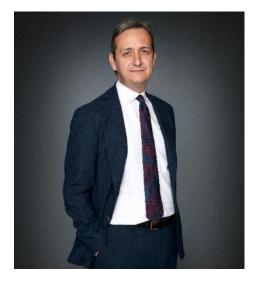
#### PRESENTING MANAGEMENT TEAM



Pere Viñolas
Chief Executive Officer



Carmina Ganyet
Corporate Managing Director



**Carlos Krohmer**Chief Corporate Development Officer



Reinforcing the Colonial Prime Platform for international growth

# Reinforcing the Colonial Prime Platform for international growth



#### THE TRANSACTION: ENHANCING THE OWNERSHIP PROFILE IN SFL

- > Acquisition of Predica's 13% SFL stake in exchange for new Colonial shares based on NDV 12/20<sup>1</sup> & 49% stake in new JVs on Paris Assets<sup>1</sup>
- > Voluntary tender-offer on remaining SFL shares not owned by Colonial at a discount to NTA & premium to share price
- > All steps are concurrent and subject to the same conditions precedent

#### RATIONALE 1: FLIGHT TO QUALITY THROUGH ACQUISITION OF PRIME PARIS ASSETS

Acquisition of circa €1bn2 of Prime Paris assets

- > Increased exposure to high quality Prime Paris Portfolio
- > Increased exposure to value-accretive flagship projects in Paris
- > Capital recycling of assets in exchange for full access to ParHolding & W. Plaza with value optionality
- > Acceleration of Colonial's growth program

#### RATIONALE 2: STRONG CORPORATE RATIONALE

- Simplification of shareholding structure of the Group & enhanced visibility in capital markets
- > Strengthened long-term partnership with Predica a strong institutional partner
- Consolidation of the Pan-European Prime Platform for further international growth

#### **RATIONALE 3: ATTRACTIVE TRANSACTION TERMS FOR COLONIAL SHAREHOLDERS**

- > Acquisition of circa €1bn² of Prime Paris assets at a discount to NAV/NTA
- > Neutral transaction in NAV/NTA and accretive in recurring EPS from day one
- > Acceleration of NAV/NTA and EPS accretion in the coming years
- > Enhanced capital structure with €0.4bn² of additional equity with LTV at solid Investment Grade levels
- > Transaction approved by Board of Directors of Colonial and supported by the SFL Board of Directors (including independent directors)
- > Rapid execution timetable with full transaction impact from September 2021 onwards

<sup>&</sup>lt;sup>1</sup> Assets Swap in Paris and creation of new JVs based on NDV 12/20 (adjusted for dividend distributions)

<sup>&</sup>lt;sup>2</sup> Final amounts subject to final outcome of tender-offer



Enhancing the ownership profile in SFL

# **O2** Transaction Structure Transaction Summary



Enhancing the ownership profile in SFL

- > Acquisition of Predica's 13% stake in SFL
- > Launch of a voluntary tender offer for SFL remaining minority shareholders

#### The Colonial Group has approved the following concurrent transactions:

#### 1. Acquisition of Predica's 13% stake through the following steps:

- > The Board of Directors of SFL has agreed the acquisition of the remaining Predica's stake in existing JVs and 8% stake in SFL in exchange for a non controlling stake in 4 new JVs
  - SFL acquires 50% of ParHolding JV and 34% of Washington Plaza reaching full ownership on all these assets
  - Creation of 4 new JVs of assets in Paris with SFL owning 51% stake and Predica owning 49% stake
  - Excess acquisition volume paid by Predica with SFL shares at NDV 12/20<sup>1</sup> parity
- > The Board of Directors of Colonial has agreed to acquire Predica's 5% stake in SFL in exchange of new Colonial shares based on NDV 12/20<sup>1</sup> parity

#### 2. Launch of a voluntary mixed tender offer for the remaining 5% share capital not held by Colonial or Predica

- > Mixed Offer of Shares and Cash based on NDV 12/20<sup>1</sup> parity and at a premium to SFL share price:
  - > €46.66 in cash and 5 Colonial shares for 1 SFL share

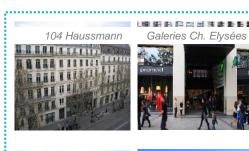
Transaction approved by the Board of Directors of Colonial & publicly supported by the SFL Board of Directors (incl. independent directors)

# 02 Transaction Structure Simplification of Group Structure & Capital Recycling

# Colonial

#### **ASSET SWAP**

# Capital recycling of assets in exchange for full access to ParHolding Portfolio & Washington Plaza with value optionality













New Joint Ventures





## SFL ACQUISITION AT NDV



|                  | Stake<br>Pre | Stake<br>Post |
|------------------|--------------|---------------|
| ParHolding       | 50%          | 100%          |
| Washington Plaza | 66%          | 100%          |

# NEW JOINT VENTURES SFL – PREDICA

# SFL



| <u>Stake</u> | <u>Stake</u> |
|--------------|--------------|
| 51%          | 49%          |

#### SOURCES & USES at NDV1

| SOURCES                             |        | USES   |       |  |
|-------------------------------------|--------|--|-------|--|
| Cash <sup>2</sup>                   | €110m  | 13% SFL owned by Predica                           | €592m |  |
| New Colonial<br>Shares <sup>2</sup> | €342m  | Tender offer for 5%<br>SFL Minorities <sup>2</sup> | €214m |  |
| Net Asset Swap                      | €354m³ |  |       |  |

#### STRUCTURING CONSIDERATIONS

€806m

**TOTAL** 

- > Capital recycling of the portfolio owned by the Group
- > Simplified shareholding structure strengthening long-term partnership with Predica

**TOTAL** 

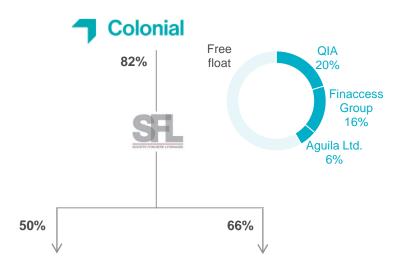
- > Preservation of SFL SIIC regime & Colonial SOCIMI status
- > Full access to ParHolding assets; optionality to improve tax profile by converting into the SIIC regime

- Transaction based on 12/20 NDV parity adjusted by dividends accrued on 2020 results in Colonial & SFL
- 2. Final figures subject to final outcome of tender offer. All figures based on SFL remaining shares (without Colonial & Predica stakes) and excluding treasury shares as of March 2021
- Net Asset Swap at NTA amounts to €293m

€806m

#### **CORPORATE STRUCTURE - PRE TRANSACTION**

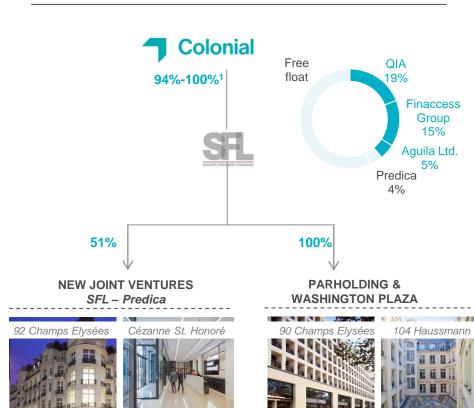
#### CORPORATE STRUCTURE - POST TRANSACTION<sup>1</sup>



#### PARHOLDING WASHINGTON PLAZA















Final stakes subject to final outcome of takeover bid

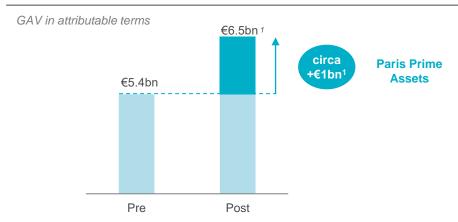


Flight to quality through acquisition of Prime Assets in Paris



- Flight to quality through acquisition of Prime Paris Assets
- > Acquisition of circa €1bn¹ additional exposure in Prime Assets in Paris at NDV
- > Increased exposure to value-accretive Paris Flagship Projects
- > Equity post transaction increases by €0.4bn¹

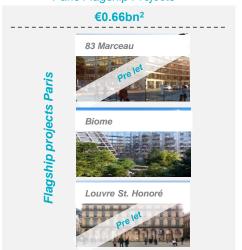
#### ACQUISITION OF PRIME PARIS ASSETS AT NDV...



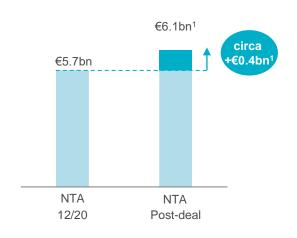
#### **ENHANCEMENT OF PARIS PROJECT EXPOSURE**

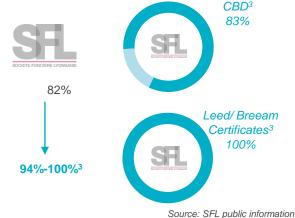


#### Increased exposure to value-accretive Paris Flagship Projects



#### ... INCREASING EQUITY VALUE BY €0.4bn1





- Final amounts subject to final outcome of tender-offer
- Values at Total Cost = Acquisition price + capex
- SFL Portfolio as of 12/20

# 2 Strong Corporate Rationale

Colonial

- > Simplification of shareholding structure of the Group
- > Enhanced visibility in capital markets
- > Solid capital structure

#### Simplified structure with enhanced visibility in Capital Markets

- Simplification of the Group's shareholding structure with preservation of REIT status for Colonial & SFL<sup>1</sup>
- > Incorporation of French institutional investor in Colonial corporate shareholder base: Predica & SFL minorities free float
- > Increase of free float market cap. of circa €0.4bn³, +20% vs pre-transaction

#### **Solid Capital Structure**

- > Additional equity NTA increase of circa €0.4bn³
- > LTV remains at solid Investment Grade levels
- > Increased exposure to Prime Paris assets
- > Pan-European diversification

#### **Enhanced Pan-European Prime platform for international growth**

- > Consolidation of Colonial's leadership in Pan-European Prime Office
- > Predica remains as strong partner in Paris
- > Enhanced leadership in ESG through integrated best practices
- > Enhanced platform for further international growth
- 1. Preservation of REIT's status: in Spain SOCIMI and in France SIIC
- 2. Final stakes post transaction subject to final outcome of tender-offer
- 3. Final amount subject to final outcome of tender-offer

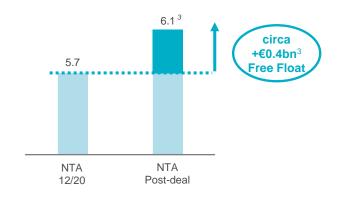
#### Simplified Structure<sup>2</sup>





## Solid capital structure with increased free float market cap

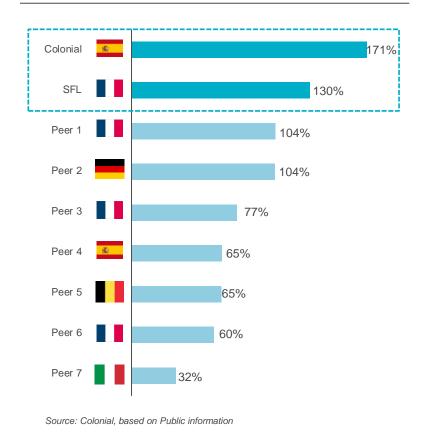
In €bn



Colonial

- 2 Strong Corporate Rationale
- > Colonial and SFL with superior Total Shareholder Returns<sup>1</sup> among peers
- > Combination of management teams in Spain & France with strong track records
- > Enhanced operational efficiencies & growth opportunities through strengthened Pan-European Platform

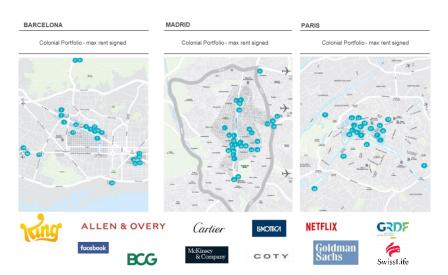
#### SUPERIOR TOTAL SHAREHOLDER RETURN<sup>1</sup> 6/14-12/20



NAV per share increase + dividend

#### PAN-EUROPEN FRANCHISE WITH STRONG TRACK RECORD

- Colonial and SFL managing teams delivering superior Total
   Shareholder Returns<sup>1</sup> in their sector
- > Combination of management teams in Spain & France with strong track records
- Enhanced operational efficiencies & growth opportunities through strengthened Pan-European Platform



2 Strong Corporate Rationale

Colonial

- > Reinforcing the Colonial Prime Platform for international growth
- > Strong Capital value creation through prime factory approach
- > Superior Returns for Shareholders

# PAN-EUROPEAN LEADERSHIP IN PRIME OFFICES ... €12bn GAV €6bn NTA Paris Barcelona CBD1 62% 12% 77% **GAV GAV** Madrid 12/20 12/20 26% Leed/ Breeam Certificates<sup>2</sup> 93% **GAV** 12/20 GREEN STAR SCIENCE **European Property** MSCI (1) BASED **Investment Awards TARGETS** WINNER 2020 DRIVING AMBITIOUS CORPORATE CLIMATE ACTION Source: Colonial and SFL public information



# As of 26th May 2021 Colonial +52% Peer 1 +45% Peer 2 +24% Peer 3 14% Peer 4 +3% Peer 5 +2% Peer 6 -30%

9.15 9.16 9.17 9.18 9.19

Source: Bloomberg

... DELIVERING SUPERIOR RETURNS

. GAV 12/20 Office portfolio.

GAV 12/20 Office portfolio in operation

3. NAV per share increase + dividend



- 3 Attractive transaction terms for Colonial Shareholders
- > Acquisition of circa €1bn¹ of Prime Paris assets at a discount to NAV/NTA
- > Neutral transaction in NAV/NTA and accretive in recurring EPS
- > Acceleration of NTA and EPS accretion in the coming years

| Accretive Transaction from day one                        | IMPACT PER SHARE         |            |            |
|---|--------------------------|------------|------------|
| > Neutral transaction in NTA                              | Return metric            | Short term | Mid term   |
| > Accretive transaction in recurring EPS                  |                          |            |            |
| > LTV remains at solid Investment Grade levels with circa | EPRA NTA                 | -          | 11         |
| €0.4bn¹ additional equity                                 |                          |            | <b>A A</b> |
| > Increased access to Paris's portfolio reversion         | EPS recurring            |            |            |
| > Enhanced exposure to Paris project Pipeline             |                          |            |            |
|   | Dividends                |            |            |
| > Solid Cash Flows  |                          |            |            |
| > Strengthened platform for further international growth  | Total Shareholder Return |            |            |
|   |                          | -          |            |

<sup>1.</sup> Final amount subject to final outcome of tender-offer



- 3 Attractive transaction terms for Colonial & SFL Shareholders
- > Offer price at a discount to SFL latest reported NAV (NTA)
- > Access to liquidity for SFL shareholders at attractive pricing levels
- > Mixed offer gives SFL shareholders access to liquid Colonial shares of an enhanced Pan-European Platform

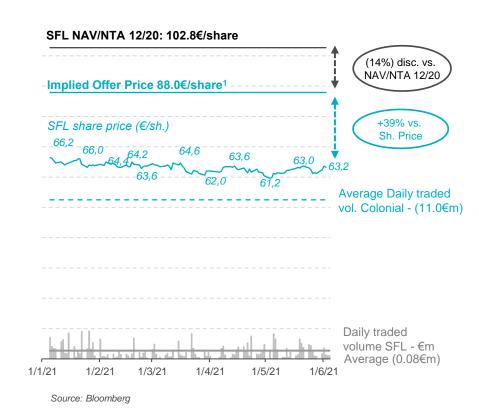
#### OFFER PRICE VS. REFERENCES

| EPRA NAV 12/20<br>References            | 12/20<br>(€/sh.) | Offer Price <sup>1</sup><br>vs reference |
|---|------------------|--|
| NRV                                     | 112.0            | (21%)                                    |
| NAV (NTA)                               | 102.8            | (14%)                                    |
| NDV                                     | 98.8             | (11%)                                    |
| Share Price references                  | €/sh.            | Offer Price <sup>1</sup> vs reference    |
| Share Price (pre-closing <sup>2</sup> ) | 63.2             | +39%                                     |
| 3M VWAP <sup>3</sup>                    | 62.4             | +41%                                     |
| 6M VWAP <sup>3</sup>                    | 63.4             | +39%                                     |

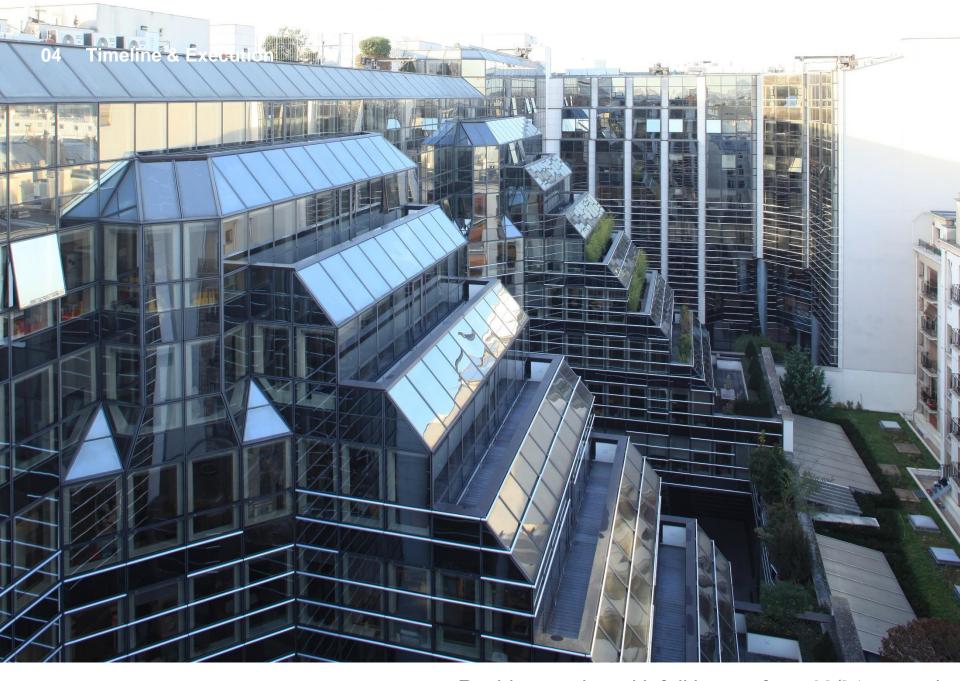
#### ACCESS TO LIQUIDITY FOR SFL SHAREHOLDERS

- > Offer provides liquidity for SFL shareholders at attractive pricing levels
- > SFL's share price liquidity very limited with current average daily trading volume of €0.08m
- > Access to Colonial, a liquid stock with broad analyst coverage

#### OFFER PRICE VS. REFERENCES 2021 YTD2



- 1. 5 Colonial Shares (at 6MVWAP price) for 1 SFL share + 46.66€ cash per share
- Market Data as of 2<sup>nd</sup> June 2021
- 3. Source: Bloomberg



Rapid execution with full impact from 09/21 onwards

### 04 Timeline & Execution



Rapid execution with full impact from 09/21 onwards

- > Recommended transaction with short timetable
- > Extraordinary Shareholder meeting by the end of June 2021
- > Full transaction impact from September 2021 onwards

| Execution | Milestones <sup>1</sup> |
|-----------|-------------------------|
|-----------|-------------------------|

June 3<sup>rd</sup> Transaction fully executed by Colonial, SFL, and Predica

June 4th

Filing of draft prospectus (projet de note d'information)

End of June

Colonial Extraordinary Shareholders Meeting

July / August

Completion of the tender Offer & transaction closing

September

Full transaction impact from September 2021 onwards

<sup>1.</sup> Indicative timeline, subject to change



# Reinforcing the Colonial Prime Platform for international growth



#### FLIGHT TO QUALITY THROUGH ACQUISITION OF PRIME PARIS ASSETS

Acquisition of circa €1bn¹ Prime Paris assets

- > Increased exposure to high quality Prime Paris Portfolio
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- > Acceleration of Colonial's growth program

#### STRONG CORPORATE RATIONALE

- > Simplification of shareholding structure of the Group & enhanced visibility in capital markets
- > Strengthened long-term partnership with Predica a strong institutional partner
- > Consolidation of the Pan-European Prime Platform for further international growth

#### ATTRACTIVE TRANSACTION TERMS FOR COLONIAL SHAREHOLDERS

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- > Enhanced capital structure with €0.4bn¹ of additional equity with LTV at solid Investment Grade levels
- > Rapid execution timetable with full transaction impact from September 2021 onwards



Reinforcing the Colonial Prime Platform for further international growth



# An unparalleled Prime Office REIT



#### **GROUP KEY PORTFOLIO METRICS**

| GAV Group 12/20           | €12.1bn            |  |
|---------------------------|--------------------|--|
|                           |                    |  |
| # of assets 2020          | 64 Spain 20 France |  |
|                           |                    |  |
| Surface above ground 2020 | 1,256,326 sq. m    |  |
|                           |                    |  |
| EPRA Vacancy 12/20        | 4.8%               |  |

## **CAPITAL STRUCTURE METRICS**

| Net Total Assets                    |                     | €5.7bn              |
|-------------------------------------|---------------------|---------------------|
|                                     |                     |                     |
| Total Shareholder Return 6/14-12/20 |                     | +171%               |
|                                     |                     |                     |
| LTV Group Q1 21                     | 34.9% LTV           |                     |
|                                     |                     |                     |
| Rating Investment Grade             | STANDARD<br>&POOR'S | BBB+ Stable Outlook |
|                                     | Moody's             | Baa2 Stable Outlook |

#### **BUSINESS MIX**

#### **GAV GROUP**



# Unparalleled leadership in the city centre

# Colonial

## Colonial as largest property owner in offices in the City Centre of Madrid, Barcelona and Paris

- > Strong market share increases negotiation power
- > Colonial best positioned to capture the rental cycle in its markets

#### **BARCELONA**

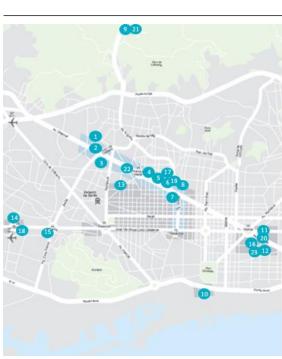
#### Colonial Portfolio - max rent signed

# MADRID

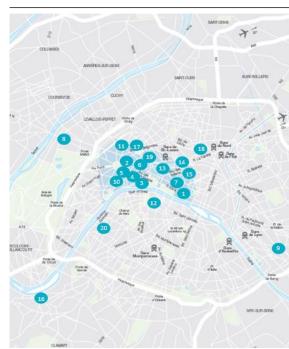
#### Colonial Portfolio - max rent signed

#### **PARIS**

Colonial Portfolio - max rent signed









**ALLEN & OVERY** 





















# Exclusive High Quality Prime Office Portfolio

# **BARCELONA**







**MADRID** 

























PARÍS







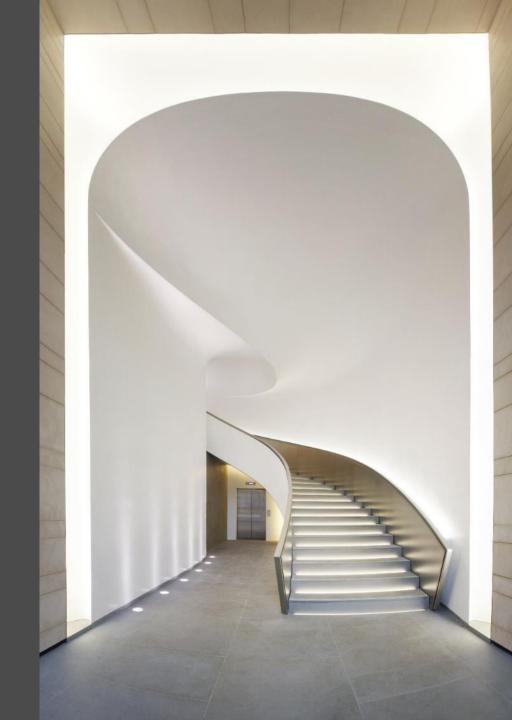












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