**Colonial** 

Annual Results 2021

February 2022





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)1	Highlights
)2	Back to Growth in Operations
03	Back to Growth in Financials
)4	Leadership in ESG & Decarbonization
)5	Accelerating Growth in 2022 – 2023
06	Conclusion & Outlook

#### PRESENTING MANAGEMENT TEAM



Pere Viñolas
Chief Executive Officer



Carmina Ganyet
Corporate Managing Director



Carlos Krohmer
Chief Corporate Development Officer



Back on Track with Solid Growth

#### **GROWTH BACK ON TRACK WITH ABOVE AVERAGE RETURNS**

- 1 +9% NTA Total Shareholder Return, well above peer average
- 2 Net Total Assets of 12.04 €/share beating analyst consensus
- 3 Recurring EPS of 24.6 €Cts/ share, reaching high end of guidance
- Comparable recurring earnings with double-digit growth <sup>1</sup>
- 5 Outstanding GAV growth confirming superior Prime positioning
- Relaunch of major Acquisition program post successful disposals
- 7 Decarbonization Leader: Only CDP A Rating Office Comp. Europe
- 8 100% Green Bonds: 1st and only in IBEX35 & Spanish Real Estate

#### **QUALITY DELIVERING SUPERIOR PERFORMANCE**

- 1 Letting Volume of 170,344 sqm 2<sup>nd</sup> highest in history
- 2 Letting acceleration in 2<sup>nd</sup> half on the back of recovery for Prime
- 3 Group Occupancy well above peers (Paris almost fully let)
- Grade A Polarization capturing market-share & max rental prices
- 5 Superior Net Rental Income like for like growth
- Project pipeline & Renovation Program pre-lettings on track
- ERV growth accelerating, after solid delivery in 2021
- 8 Best positioned to capture momentum in indexation & ERV Growth



TRONG TOTAL RETURN & \	/ALUE CREATION		SOLID PROFITABILITY		
Total Shareholder Return NTA Based		+9%	Group Net Profit	€474m	+€471m
NTA per share	12.04 €/sh.	+7%	Recurring Earnings	€128m	+15% in comparable terms
EPRA NTA	€6.5bn	+13% +€0.8bn	Recurring EPS	€24.6Cts/sh	High-end of guidance
Gross Asset Value	€12.4bn	Group +6% LFL  Madrid +7% LFL	Net Rental Income	€293m	Group +3.3% LFL  Paris +6.4% LFL



OUTSTANDING OPERATING	PERFORMANCE		ESG LEADERSHIP		
Letting volume	170,344 sqm	+75% YoY 2 <sup>nd</sup> highest in history	Portfolio with high eco-efficiency	95% BREEAM°	+252 bp
Letting acceleration in 2H Strong Momentum	110,560 sqm	+101% YoY	CDP Rating	Your CDP score	Only European Office Company Among Top 12 In Real Estate Worldwide
EPRA Occupancy	Group: 96% Paris: 98.4%	+256 bp	GRESB Rating	94/100	Leader listed offices Western Europe +54% in 4 years
ERV Growth	FY 2021: +5% Q4 2021: +8%	ERV Growth Accelerating	100% Green Bonds		1 <sup>st</sup> & only in IBEX35 1 <sup>st</sup> & only in Spanish Real Estate



Quality delivering superior performance

**CBD** 

Source: Cushman & Wakefield and CBRE

Grade A

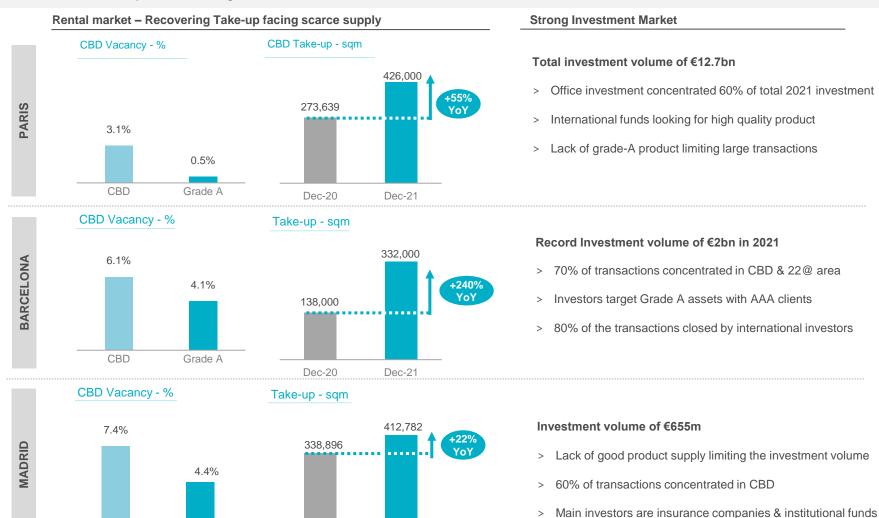
Dec-20

Dec-21

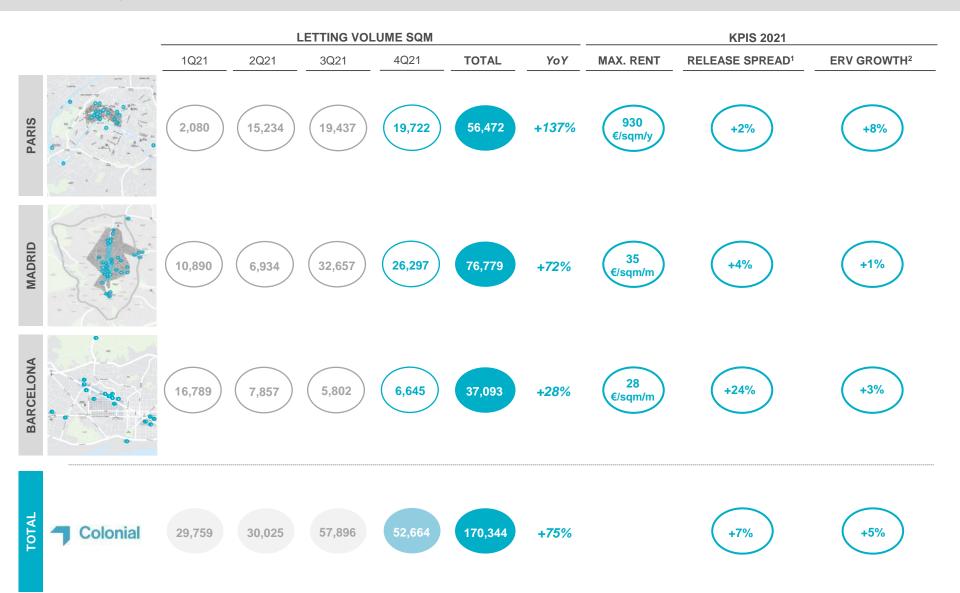


Outstanding letting performance – 2<sup>nd</sup> highest volume in history

- > Grade A product in CBD scarce in every market
- > Paris CBD with take-up outperforming pre-Covid levels
- > 4Q21 take-up accelerating in Barcelona and Madrid



# 02 Back to Growth in OperationsStrong performance on all operational KPIs



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

<sup>(2)</sup> Signed rents vs 12/20 ERV (new lettings & renewals)



Outstanding letting performance – 2<sup>nd</sup> highest volume in history

- > Colonial with strong letting activity: +75% on previous year (+114% in economic terms)
- > Acceleration in 2H 2021, doubling the letting volume of the previous year 2H
- > Letting activity focused on CBD assets with high Eco-efficiency Standards

#### **LETTING ACTIVITY REMAINS SOLID IN 3Q 2021**

#### **SQM SIGNED** LETTING PERFORMANCE Capturing New Tenants 170,344 LACOURTE PUIG +75% **RAQUIN** sanne 97,363 **TATAR** 57.896 4Q L EVO advancy 3Q 30.025 2Q 29.759 $\mathbb{W}$ 1Q **LEYTON** Ibermática 2020 2021 WENDEL BALENCIAGA # contracts 77 118 Renewing with Top tier Clients GRI SECURED 1 €m 76,6 **SIMON • KUCHER** facebook CaixaBank & PARTNERS +114% 35.8 **COMGEST Grant Thornton FINASTRA** 2020 2021 BNP PARIBAS GROUP

# 02 Back to Growth in Operations Renovation Program with solid progress on pre-lets

Colonial

- > Strong letting momentum on renovation program
- > Paris assets almost fully let

# Paris program almost fully let

- > 27,800 sqm pre-let
- > 88% of total program let (32,000 sqm)
- > Rents at high end of the market

## Madrid program with positive momentum

- Cedro almost fully let: 47% pre-let & 53% in final stage
- Ortega y Gasset with solid momentum

# Barcelona CBD & 22@ entering the market

- Increasing momentum for new Grade A space in the market
- Demand for hybrid spaces, especially Headquarters Flex
- Diagonal 530 final phase High interest from top tier BCN clients



103 Grenelle Paris 7eme\_ 5,600 sqm













13

# Barcelona

Madrid

## Colonial

# Grade A CBD capturing market take-up benefitting from polarization trend

PARIS

Letting volume - sqm

Total 56,472 Thereof CBD & 7ieme 55,226



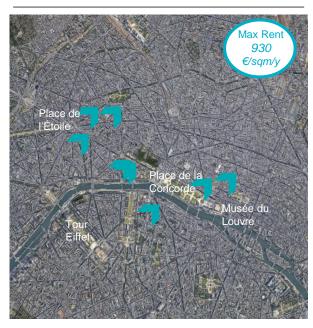
Letting volume - sqm

Total 76,779 Thereof CBD 45,076



Letting volume - sqm

Total 37,093 Thereof CBD & 22@ 29,049







Washington Plaza



16,020 sqm let

15,194 sqm let

#Cloud



8,688 sqm let

P.J.Maragall



15,420 sqm let



7,702 sqm let



4,168 sqm let



11,672 sqm let



9,634 sqm let



Diagonal 682

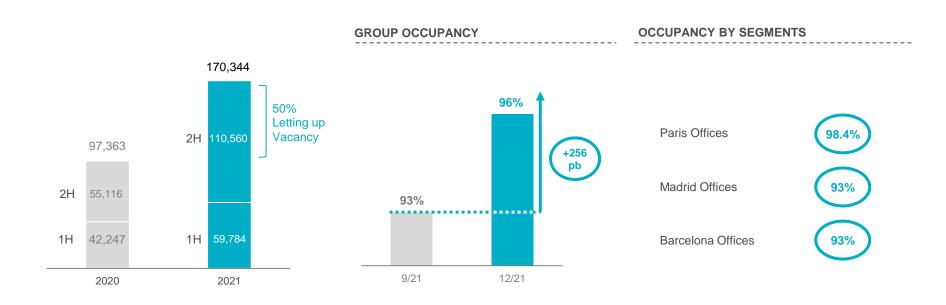
1,449 sqm let

Significant increase of occupancy up to 96%

**7** Colonial

- > Letting Volume of more than 100.000 sqm in second half
- > Significant letting-up of new space increasing occupancy +256 bp in a quarter
- > Group Occupancy at 96% with Paris portfolio almost fully let (98.4%)

SQM SIGNED EPRA OCCUPANCY





Vacancy at healthy 4%: availability of top-quality product

4% of available high-quality space with solid letting prospects

- > 1.9% renovation program assets in Paris & Madrid
- > 1.6% Grade A CBD premises in Barcelona & Madrid

#### **EPRA VACANCY**

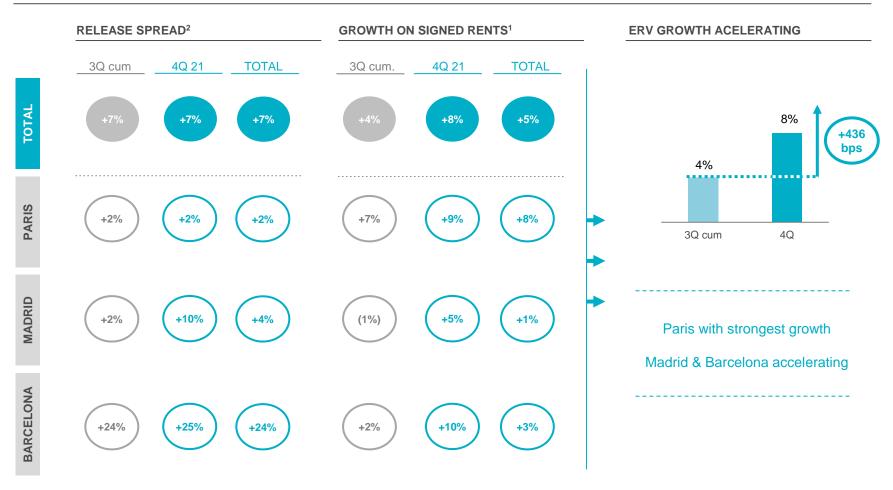


**7** Colonial

Solid Rental growth with acceleration at year end

- > Group ERV growth of +5%: Paris the strongest portfolio with +8%
- > ERV growth with significant acceleration in the last quarter of the year
- > Contract portfolio best positioned to capture momentum in indexation & ERV Growth

#### SOLID INCREASE IN RENTAL PRICES



<sup>(1)</sup> Signed rents vs 12/20 ERV (new lettings & renewals)

<sup>(2)</sup> Signed rents vs previous contracts (renewals)

# O2 Back to Growth in Operations Project delivery with high capital gain margin

Colonial

- > Delivery of 2 prime projects in the CBD of Paris and Barcelona
- > Strong rental uplift & value creation on total cost
- > Long term secured GRI of €11m with Top Tier Tenants

#### Diagonal 525 - CBD Barcelona

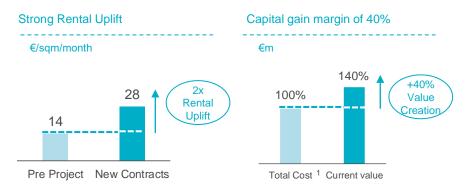
- > 100% pre-let to Naturgy
- > Signed at maximum rent of Barcelona prime CBD Market
- > Lead Gold certified



#### 83 Marceau - Prime CBD París

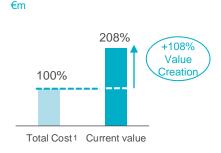
- > 100% pre-let, Goldman Sachs as anchor tenant
- > Signed at Paris prime CBD rent
- > Lead Gold Certified







Strong Rental Uplift



Capital gain margin of 108%

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



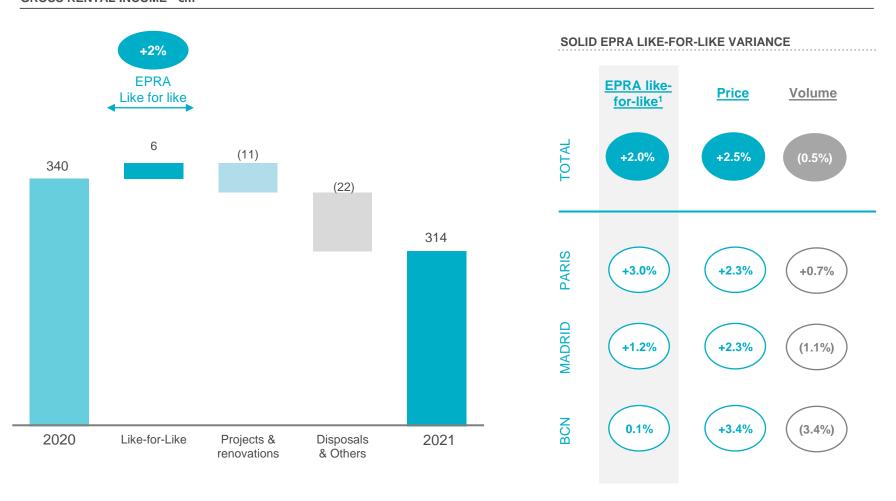
Strong financials underpinned by strong recovery of CBD



Gross Rental Income +2% like for like (Paris +3%)

- > Gross Rental Income +2% like for like (Paris +3% like for like)
- > GRI increase fully rental price driven (Barcelona outstanding with +3.4%)
- > Contract portfolio best positioned to capture momentum in indexation & ERV Growth

#### GROSS RENTAL INCOME - €m



Colonial

Net Rental Income at +3.3% like for like (Paris +6.4%)

- > Net Rental Income +3.3% like for like
- > Paris with outstanding +6.4% like for like in Net Rental Income
- > Madrid +2% like for like in NRI offsetting temporary correction in Barcelona

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

#### LFL IN NET RENTAL INCOME FURTHER STRENGTHENED

	Gross Rental Income	Net Rental Income
TOTAL	+2%	+3.3%
PARIS	+3%	+6.4%
MADRID	+1%	+2%
BCN	+0.1%	(5%)

#### NET RENTAL INCOME - LIKE-FOR-LIKE OF +3%

> Paris total portfolio with a significant increase of +6% like-for-like in Net Rental Income

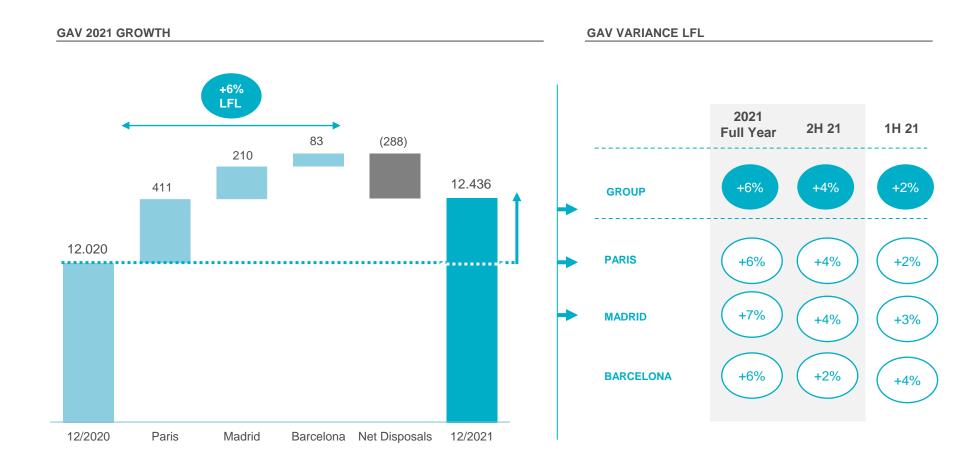


<sup>&</sup>lt;sup>1</sup> Like-for-like variance calculation based on EPRA best practice methodology

**Colonial** 

GAV growth of +6% like for like (+4% in second half)

- > Strong +6% YoY like for like growth across all segments
- > Madrid with outstanding +7% like for like YoY growth
- > Significant value growth acceleration in 2H 2021



# 03 Back to Growth in Financials Solid profitability with enhanced quality

Colonial

- > Group Net Profit of €474m, +€471m vs previous year
- > Recurring Profit of €128m, double digit increase in comparable terms¹
- > Recurring EPS of 24.6 €Cts./share at the high range of guidance

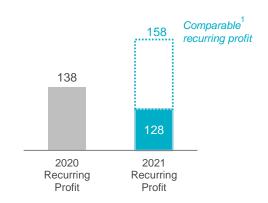
#### **SOLID INCREASE IN NET PROFIT**

€m

# 474 +€471m 2 2020 2021

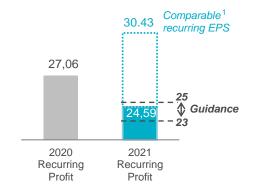
#### **SOLID RECURRING EARNINGS**

€m



#### **EPS RECURRING AT HIGH LEVEL OF GUIDANCE**

€Cts/share



- > +6% like for like in GAV
- > +3.3% Net Rental Income like for like
- > €128m recurring earnings

- > +3.3% Net Rental Income like for like
- > Savings through liability management
- > Efficient cost management

- > Reaching high end of EPS guidance
  - Acceleration of activity & inflation in Q4 21
  - Cost control & financial savings
- Comparable EPS1 +12% vs previous year

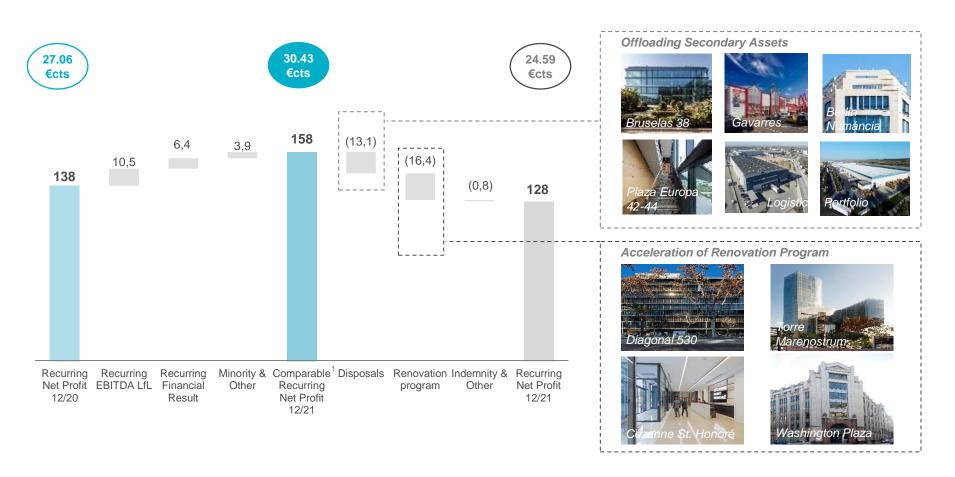
<sup>1-</sup> Recurring results excluding non-strategic disposals and the impact of the renovation program tenant rotation and other non like-for-like items

Colonial

Recurring EPS at high end of guidance, +12% in comparable terms<sup>1</sup>

- > Comparable Recurring EPS of 30.43 €cts/share, +12% vs. previous year
- > Temporary EPS decrease mainly due to disposals & renovation program acceleration
- > Disposals of non-core: capital recycling for new acquisition program

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





# Active Balance Sheet Management & Green Bond Conversion

- > 100% Green Bond Conversion: unique on the IBEX-35 and in the Spanish Real Estate Sector
- > Improved debt profile & financing cost through active liability management
- > Solid Capital structure for additional growth initiatives

The Colonial Group converts all its current bonds into Green Bonds

#### February 2022:

- > Full conversion of all outstanding bonds (€4.6bn) to green bonds
- > Green financing underpinned by Grade A portfolio with one of the highest ecoefficiency levels in Europe
- > Green Bond Framework based on solid decarbonization strategy





- 1. 1st and only IBEX35 company with 100% Green Bonds
- 2. 1st and only Spanish Real Estate with 100% Green Bonds
- 3. Well positioned in continental Europe on green financing

#### Improved Debt Profile and Solid position for growth

#### Successful Liability Management reducing cost of debt

#### Buy-back of more than €1.0bn debt with an average cost of c. 2.0%

- 1. Colonial: Repurchase of €612m bonds maturing in 2023 & 2024
- 2. SFL: repurchase of €446m bonds and loans maturing in 2021 & 2022

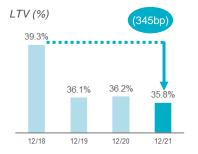
#### €1.1bn new bond issuances

- 1. Colonial issued €625m 8-year bond at 0,75% fixed coupon
- 2. SFL issued €500m 7-year bond at 0.50% fixed coupon
- 3. 100% Green Bonds: 1st and only in IBEX35 & Spanish Real Estate

#### Cost of debt reduction down to 1.4% as of Dec-21

#### **Solid Capital Structure for growth initiatives**

- > LTV reaching 35.8% historical low level
- > Average debt maturity more than 5 years, 95% of interest debt is hedged
- > Strong liquidity of €2.4bn

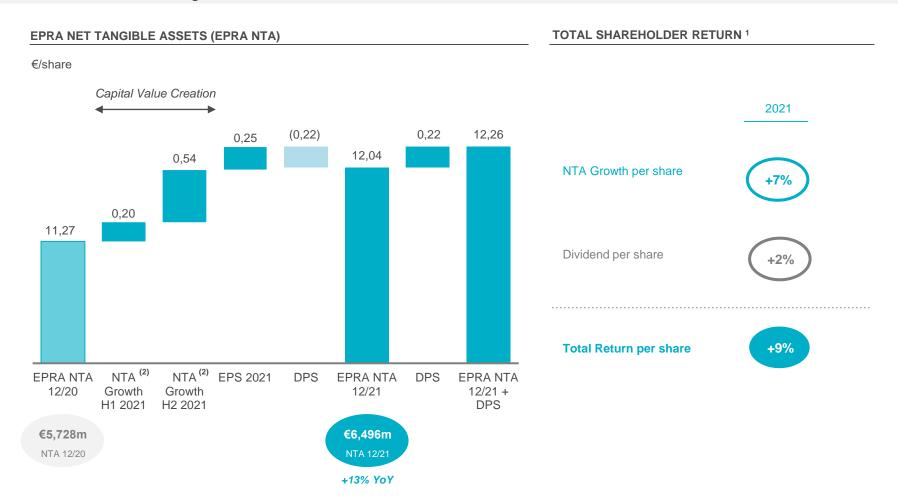


Liquidity	
Cash	€219m
Undrawn balances	€2,140m
Total	€2,359m

# 03 Back to Growth in FinancialsStrong Total Shareholder Return

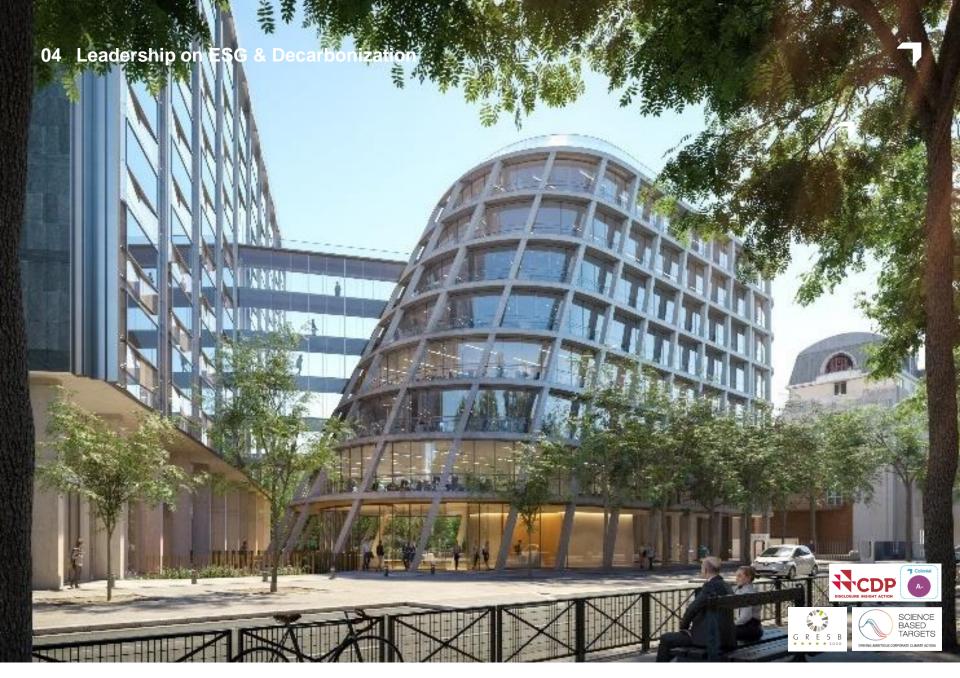


- > Total Shareholder Return<sup>1</sup> (NTA based) of +9%
- > NTA of 12.04€/share, +7% growth YoY
- > Acceleration of NTA growth in 2H 2021



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

<sup>(2)</sup> Excluding EPS impacts & DPS reductions



Increasing ambition on Net Zero



#### **LEADERSHIP ON DECARBONIZATIN & ECOEFFICENCY**





# **CARBON DISCLOSURE PROJECT SCORE: A**

- > Only Office Real Estate company in Europe
- > Only 5 real estate companies in Europe
- > Only 12 real estate companies in worldwide



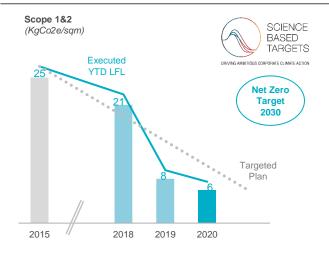


#### **GRESB**

**SCORE: 5-STAR** 

- Investment portfolio: 94 / 100 Leader in the listed offices in Western Europe
- Development portfolio: 97/100
- > Strong momentum: +54% in 4 years

#### **DECARBONIZATION PLAN ON TRACK**



- Increased ambition: Net Zero Target for 2030
- Green Bond Framework: 100% Green Bonds
- > Science Based Target (SBTi) review on track

# Colonial

#### SUSTAINABILITY INDICES PERFORMANCE



#### **VIGEO RATING**

SCORE: A1+

- > Top 3% of the 4,892 companies
- > 4th of 90 in financial services



#### SUSTAINALYTICS RATING

SCORE: 10.1 in ESG risk

- > Top 21 of the 431 listed real estate companies analyzed
- > Top ESG performer
  - √ Industry Top-Rated Badge
  - √ Regional Top-Rated Badge



#### **MSCI ESG RATING**

SCORE: A

- > High Scoring range relative to global peers
- > High proportion of green-certified buildings relative to peers



#### FTSE4GOOD RATING

**SCORE: 4/5** 

- > ESG Rating of 4 / 5 for 2021
- > Percentile rank of 96% in the Real Estate ICB Subsector



Superior growth & returns through prime positioning



#### **ACCELERATION OF EPS GROWTH IN 2022 & 23**

- 1 SFL Acquisition Alpha VI
- 2 Project Pipeline on track
- 3 Renovation Program with positive momentum
- 4 Alpha VII Acquisition Program relaunched
- 5 Indexation & Rental Growth



- 1 SFL Acquisition Alpha VI
- > SFL transaction successfully closed: Colonial's stake increased up to 98.3%
- > Buying into strong Paris prime market at optimal market timing
- > Streamlined Pan-European Platform to accelerate EPS and NTA growth

#### SFL TRANSACTION SUCCESSFULLY COMPLETED

#### Colonial's stake increases up to 98.3%.

Acquisition of €1bn of Prime Paris assets in attributable terms

- 1. Buying into strong Paris Prime recovery
  - > Full exposure to Paris Projects
  - > Full Benefit of Renovation Program
- 2. Optimization of legal & corporate structure
  - > Additional optionalities through financial and tax optimization
  - > Leverage on operational efficiencies of full Group
- 3. P&L impact from 9/21 onwards

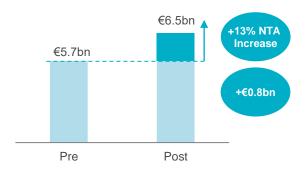
2022 with full year P&L impact



Streamlined Pan-European Platform

to accelerate EPS and NTA growth

#### ANNUAL NTA GROWTH ENHANCED THROUGH SFL TRANSACTION



#### INCREASE OF PARIS PROJECT EXPOSURE

Increased exposure to value-accretive Paris Flagship Projects







# 05 Accelerating growth in 2022 – 2023

Colonial

- 2 Project Pipeline Pre-Letting on track
- > More than €79m of additional rents to flow into the recurring P/L
- > €28m of secured rents through solid pre-let performance
- > Project pipeline delivery & pre-letting process on track

# 28 Under Negotiation Passing

Proj	ject	City	Delivery	Status	GLA (sqm)	Total <sup>1</sup> Cost €m	Yield on Cost	Capital Gain on total cost
1	Diagonal 525	Barcelona CBD	Delivered	Delivered	5,706	41	≈ 5%	+40%
2	83 Marceau	Paris CBD	Delivered	Delivered	9,600	154	≈ 6%	+108%
3	Miguel Angel 23	Madrid CBD	1H 22	Negotiations for 100%	8,204	66	5- 6%	
4	Velazquez 86D	Madrid CBD	1H 22	Conversations for 50%	16,318	116	6- 7%	
5	Biome	Paris City Center	2H 22	High interest	24,500	283	≈ 5%	
7	Sagasta 27	Madrid CBD	2H 22	On track	4,896	23	6%	
6	Plaza Europa 34	Barcelona	1H 23	On track	14,306	42	≈ 7%	<del>-</del> ·
8	Mendez Alvaro Campus	Madrid CBD South	1H 2024	On track	89,871	323	7- 8%	
9	Louvre SaintHonoré	Paris CBD	2024	100% Pre let	16,000	215	7- 8%	
CUF	RRENT PIPELINE				189,401	1,264	6- 7%	_

#### Strong Momentum in Miguel Angel 23 & Velazquez 86D

Rest of

Pipeline



Delivery

2022

GRI 12/21

Pre let

GRI<sup>2</sup> Path to reversion - €m



Static

Potential

CPI/ Rental

Growth

Dynamic

Potential

Miguel Ángel 23 Velázquez 86D
CBD Madrid CBD Madrid







<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> Annualized topped-Up passing GRI

# 05 Accelerating growth in 2022 – 2023



- 3 Renovation Program with positive momentum
- > Significant progress in letting up the renovation program
- > Passing rents have doubled in 6 months up to €17m of annualized GRI
- > Reversion of €30m annualized GRI secured as of 12/21

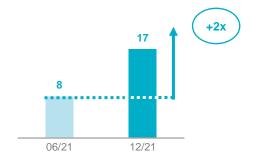
#### **RENOVATION PROGRAM**

		Asset	City	Delivery	Pre-let	GLA (sqm)
Paris	1	103 Grenelle	Paris 7ème	✓	80%	5.665
	2	Charles de Gaulle	Paris Neuilly	✓	70%	6.286
Pa	3	Washington Plaza	Paris CBD	Q2 2022	100%	10.611
	4	Cezanne SH	Paris CBD	Q3 2022	90%	9.951
Madrid	5	Cedro	Madrid North	<b>√</b>	47%	14.437
	6	Ortega & Gasset 100	Madrid CBD	✓	Strong momentum	7.792
Barcelona	7	Torre Marenostrum	Barcelona 22@	2nd phase 1H 2022	34% (1st phase)	22.394
	8	Diagonal 530	Barcelona CBD	Q1 2022	30%	12.876
	9	Parc Glories II	Barcelona 22@	2024	Project analysis	17.860
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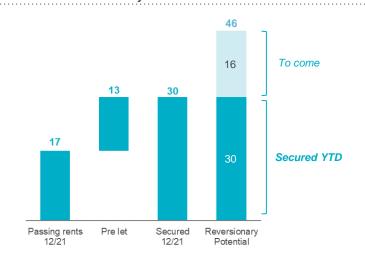
#### SIGNIFICANT GRI REVERSION WITH VALUE CREATION POTENTIAL



107.871



## Program reversion almost fully secured - €m¹



**TOTAL PROGRAM** 



4 Alpha VII - Acquisition Program relaunched

Launch of a new acquisition program: more than €500m generating more than €20m of rents

> €500m Investment

> €20m Rents 1 Paris City Center *15*<sup>eme</sup> 39,500 sq m – Amundi HQ





#### **Opportunistic Acquisition at attractive terms**

- ✓ Purchase Option ("Promesse d'achat") with settlement expected for end of 1<sup>st</sup> half 2022
- √ Off-market transaction
- ✓ Good relationship with seller Primonial

#### Trophy Asset with good fundamentals

- √ 12 Year Contract with top tier client Amundi
- √ 7th largest office building in Paris
- ✓ Efficient, flexible floor plants in excess of 2,000 sqm
- ✓ Area in transformation targeted by large corporates
- ✓ One of the best transport hubs in Paris Inner-City
- ✓ High Eco-Efficiency: HQE and Breeam

Barcelona CBD 8.784sq m – Danone HQ







### Opportunistic Acquisition at attractive terms

- √ Spanish Headquarters of Danone
- √ AAA tenant with 8 year secured contract
- ✓ Prime area next to Barcelona's Diagonal
- ✓ Project for the façade to reach Leed Gold
- ✓ Transaction closed at the end of last year

3 Disposals of secondary non-core





Parc Cugat (Barcelona) and Las Mercedes Open Park (Retail Madrid)

- > Disposal price of €66m: +6% premium on GAV
- Capital recycling with flight to quality

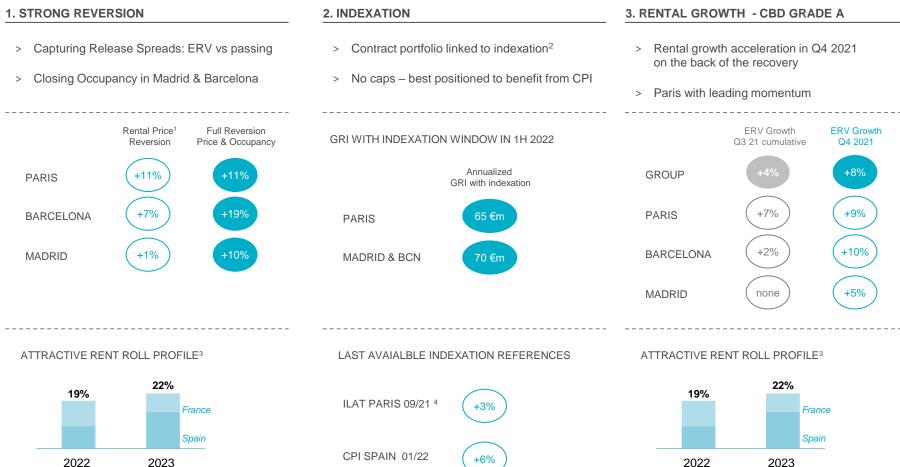
**ACQUISITIONS** 

## 05 Accelerating growth in 2022 – 2023

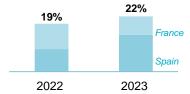
Rental Growth & Indexation

Colonial

- > Strong reversion to be secured, especially in Paris and Barcelona
- > Contract portfolio well positioned to benefit from indexation
- > Grade A portfolio to capture rental growth of CBD market on the back of market recovery



- Market rents vs current passing rents as of 12/21
- Except 2 contracts with public bodies in Spain
- Commercial lease expiry dates (first potential exit)
- 70% of Paris portfolio to ILAT index, rest of portfolio to ILC & ICC indexes



# Colonial platform with several growth drivers in place

## Colonial platform with several growth drivers in place

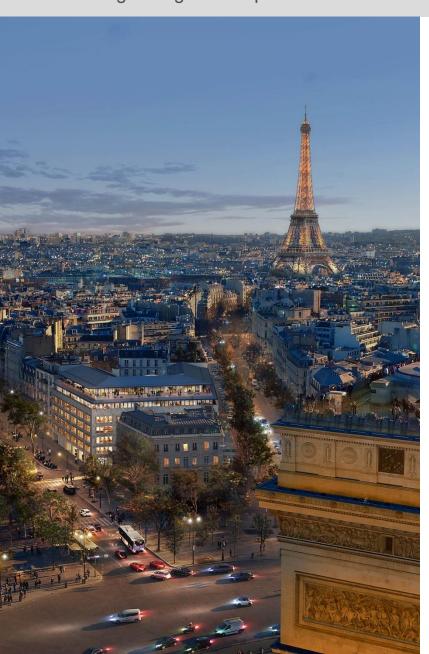
- > Full impact of SFL acquisition to come through
- > Delivery of Project Pipeline & Renovation Program
- > New Acquisition Program with additional rental income
- > Well positioned to capture indexation momentum & ERV growth

#### GRI¹ Growth Profile €m

#### **ORGANIC STATIC REVERSION INDEXATION, ERV GROWTH & FURTHER ACQUISITIONS** >20 >510 35 490 68 +€165m 42 **344**<sup>3</sup> Passing GRI Projects & Renov. Progr. Passing GRI Renovation<sup>2</sup> Reversion Static Secured Static ERV growth Full Project Indexation Acquisitions Program & Potential + 31/12/21 Pipeline Price & Potential Potential Acquisitions refurbishments Volume Acquisitions

- 1. Topped-up passing GRI as of 31/12/21
- 2. Includes passing rents of project pipeline of €11m
- 3. Excluding passing GRI of Barcelona acquisition
- 4. Part of the annualized impact in 2021 results: full year impact from 2022 onwards





#### 2021 - BACK TO GROWTH WITH SOLID RESULTS ON ALL METRICS

- > Superior NTA Total Return & Value Creation
- > Solid Profitability with strong like for like growth in earnings & value
- > Outstanding operational performance with increasing momentum
- > Prime positioning a competitive advantage capturing polarization

#### DOUBLE-DIGIT EPS GROWTH EXPECTED IN 2022

## Colonial platform with several growth drivers in place

- 1 Capture full impact of SFL acquisition (only 3 months in 2021)
- 2 Secured Rents in Renovation Program to come into P/L
- 3 Positive momentum on Project Pipeline deliveries
- 4 New Acquisition Program with additional rental income
- 5 Contract portfolio well positioned to benefit from indexation
- 6 Grade A assets to capture rental growth in CBD

#### **OUTLOOK & GUIDANCE**

- > Recurring EPS 2022: €28-29Cts per share
- > DPS proposal¹ of €24Cts per share
- > Real Estate Markets with positive momentum for Prime CBD assets

<sup>&</sup>lt;sup>1</sup> DPS proposal subject to AGM approval



# Solid profitability with enhanced quality

Colonial

- > Group Net Profit of €474m, +€471m
- > Recurring Profit impacted by disposals & renovation program acceleration
- > Comparable Recurring EPS of 30.43 €cts/share, +12% vs. previous year level

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

Results analysis - €m	2021	2020
Gross Rents	314	340
Recurring EBITDA	249	272
Recurring financial result	(80)	(87)
Income tax expense & others - recurring	(12)	(14)
Minority interests - recurring	(29)	(34)
Recurring Earnings	128	138
Asset revaluation & Capital Gains	444	(75)
Non-recurring financial result & MTM	(30)	(33)
Income tax & others - non-recurring	(3)	(0)
Minority interests - non-recurring	(65)	(26)
Profit attributable to the Group	474	2
Recurring Earnings - €m	128	138
Nosh (mm)	520.1	508.1
EPS recurring - Cts€/share	24.59	27.06





<sup>1-</sup> Recurring results excluding non-strategic disposals and the impact of the renovation program tenant rotation and other non like-for-like items

## Colonial

# Capital Recycling & Acquisitions to enhance growth profile

- > Ongoing flight to quality through active portfolio management
- > Disposals of more than €2bn of mature and/ or non-core product
- > Acquisitions of more than €4bn of assets reloading the Prime Exposure

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



# ACQUISITIONS OF MORE THAN €4bn OF PRIME

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

## DISPOSALS OF €2.0bn OF NON CORE

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



# Alpha VII - Acquisition of the Amundi headquarters in the center of Paris

- > Large Scale efficient asset at one of the best transportation hubs in the city center of Paris
- > Core investment with secured rents for the coming 12 years and limited capital deployment

## 91 Boulevard Pasteur, Paris City Center (15eme Arrond.)

## **Paris City Center**



- > Current headquarters of Amundi with 12-year secured rental income
- > 39,500 sqm in distributed into 2,000 sqm floors
- > Located next to gare Montparnasse with excellent public transport connections
- > In the heart of Paris 15<sup>eme</sup>, in full renovation with lots of amenities and large-scale offices

#### **Real Estate Rationale**



- > Excellent real Estate fundamentals: visibility, location, natural light, high efficiency of floor plates, services, etc.
- > Efficient and flexible floor plants in excess of 2,000 sqm
- Good environmental certifications: HQE and Breeam
- > 7<sup>th</sup> largest office complex in Paris with optimum design to attract top tenants

# Alpha VII - Acquisition of Buenos Aires, 21 in Barcelona CBD

- > Opportunistic investment of 8,784 sqm of office space in Barcelona's CBD
- > Efficient asset at attractive pricing with secured rents & value-added potential

## **Buenos Aires 21, Barcelona CBD**

#### Barcelona CBD

- > Spanish Headquarters of Danone
- > 8.784 sqm of Office space in Barcelona's CBD
- > 8 year secured rental income
- > Located in the prime area next to Barcelona's Diagonal

#### Real Estate Rationale

- > Located in the prime area next to Barcelona's Diagonal, with lots of amenities, transport and public services
- The acquisition of the asset includes a renovation project for the façade and the common areas of the building that will improve the energy efficiency of the asset and the obtaining of Leed Gold certification.





# Project pipeline – GRI reversionary potential going forward

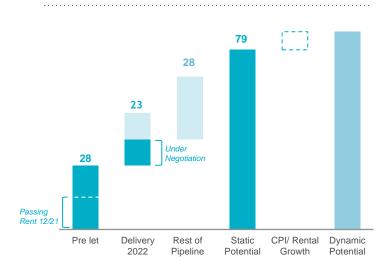
- > More than €79m of additional rents to flow into the recurring P/L
- > €28m of secured rents through solid pre-let performance
- > Prime Project pipeline delivery on track

Pro	ject	City	% Group	Delivery	GLA (sqm)	Total <sup>1</sup> Cost €m	Yield on Cost
1	Diagonal 525	Barcelona CBD	100%	Delivered	5,706	41	≈ 5%
2	83 Marceau	Paris CBD	98%	Delivered	9,600	154	≈ 6%
3	Miguel Angel 23	Madrid CBD	100%	1H 22	8,204	66	5- 6%
4	Velazquez 86D	Madrid CBD	100%	1H 22	16,318	116	6- 7%
5	Biome	Paris City Center	98%	2H 22	24,500	283	≈ 5%
7	Sagasta 27	Madrid CBD	100%	2H 22	4,896	23	6%
6	Plaza Europa 34	Barcelona	50%	1H 23	14,306	42	≈ 7%
8	Mendez Alvaro Campus	Madrid CBD South	100%	1H 2024	89,871	323	7- 8%
9	Louvre SaintHonoré Commercial	Paris CBD	98%	2024	16,000	215	7- 8%
CU	RRENT PIPELINE			189,401	1,264	6- 7%	



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

#### GRI<sup>2</sup> Path to reversion - €m



2022	147-152
2023	79-84
2024	39-44
Total Pending Capex	265-280
Thereof Spain	179-187
Thereof France	86-93

<sup>&</sup>lt;sup>2</sup> Topped-Up passing GRI

<sup>&</sup>lt;sup>3</sup> Pending Capex as of 31/12/2021

# **Colonial**

# Project pipeline – significant value creation potential going forward

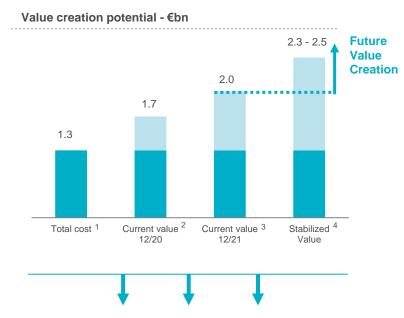
- > Prime Project pipeline delivery on track with high capital gain margins YTD
- > 2 out of 9 projects already delivered in 2021
- > Significant additional capital value creation potential to be crystalized

Pro	oject	City	% Group	Delivery	GLA (sqm)	Total <sup>1</sup> Cost €m	Yield on Cost
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9	Louvre SaintHonoré Commercial	Paris CBD	98%	2024	16,000	215	7- 8%
CURRENT PIPELINE					189,401	1,264	6- 7%









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

<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 12/20

<sup>3</sup> GAV 12/21 + Pending Capex as of 12/21

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

# Rental Price levels remain solid during

# Colonial

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

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

**Washington Plaza** 



Diagonal 682



Diagonal 409



90 Champs-Elysées



Cedro



103 Grenelle



Diagonal, 609



Illacuna



Santa Engracia



Puerto de Somport, 8



**Recoletos 27** 



Via Augusta



Cézanne Saint-Honoré



José Abascal 56



Diagonal 197



Cézanne Saint-Honoré



**Washington Plaza** 



Diagonal 409



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

# **7** Colonial

# Investment markets for prime product remain active

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

	1, François 1er (3Q 2021)	CBD	€84m	3,400 sqm	2.20% Yield
	Théodore (2Q 2021)	CBD	€80m	3,400 sqm	2.48% Yield
PARIS	59 Haussmann (3Q 2021)	CBD	€237m	10,800 sqm	2.50% Yield
PAF	10, Solferino (2Q 2021)	CBD	€125m	4,250 sqm	€35,000/sqm
	16, avenue George V (1Q 2021)	CBD	€151m	5,000 sqm	2.70% Yield
	22 – 24 Rue Bayard (4Q 2021)	CBD	€250m	7,266 sqm	2.75% Yield

# Investment markets for prime product remain active

> Barcelona leading the investment market in Spain – specially in the 22@ district

	Tanger, 36 (3Q 2021)	22@	€67m	8,415sqm	€7,976/sqm
	Torre Sabadell (4Q 2021)	CBD	€90m	12,000 sqm	€7,500/sqm <b>Pre-Capex</b>
BARCELONA	Tanger, 66 (4Q 2021)	22@	€50m	7,2111 sqm	€6,934/sqm
	Project Sea (2Q 2021) *Includes 2 buildings	22@	€180m	27,000 sqm	€6,667/sqm
	Via Augusta 123 (4Q 2021)	City Centre	€25,8m	3,902 sqm	€6,612/sqm



# Investment markets for prime product remain active

> Investor appetite with increased momentum for Prime in Madrid

MADRID	Goya, 1 (3Q 2021) *Commercial component	CBD	€35m	1,850m	€18,919/sqm
	Castellana 42 (3Q 2021)	CBD	€54m	4,500m	€12,000/sqm
	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
	Alcalá 26 (4Q 2021)	BD	€36,75m		€6,878/sqm

## Colonial

## 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

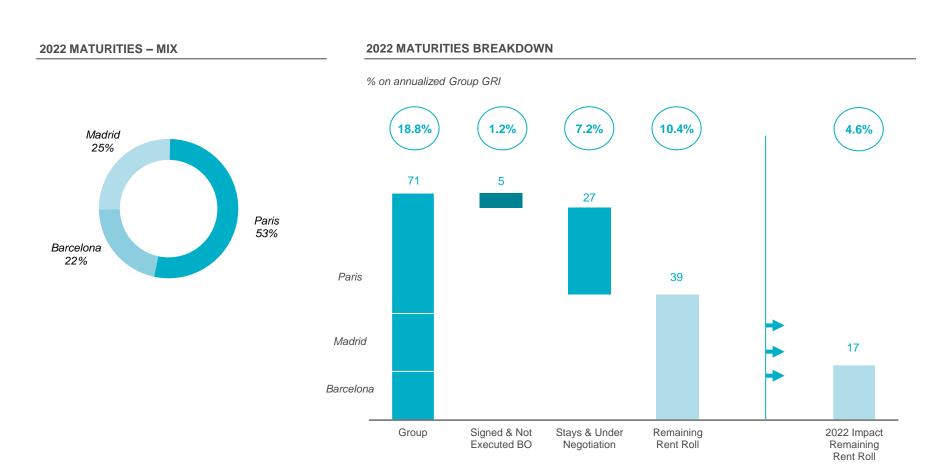


<sup>(1)</sup> Market consultants in Spain report gross yields and in France they report net yields

(2) Portfolio in operation (3) According to JLL



#### CONTRACT PORTFOLIO 2021 MATURITIES - DELIVERY YTD ON TRACK



## Environment: Excellence on ESG & Decarbonization

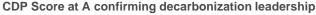
#### **OUTSTANDING RATING RESULTS**

#### **BENCHMARK / INDEX**

# ACHIEVEMENT / RATING







- > The sole Office Real Estate company in Europe
- > Among the only 5 real estate companies in Europe
- > Among the only 12 real estate companies in worldwide
- > Among the 200 best companies across al, industries worldwide out of more than 13,000 that have a CDP rating







- > GRESB rating of 94 / 100 for 2021, positioning itself as the leader, number 1 among the listed offices in Western Europe
- > Strong momentum: +54% in 4 years, increasing more than 30 points
- > GRESB Development Benchmark Report: 97/100 for 2021





#### Vigeo A1+ - Rating at the high end of the sector

- > Rating placed in the top 3% of the 4,892 companies rated (4th of 90 within financial services)
- > This rating exceeds the average of the sector in all KPIs of performance and risk management, with a major year-onyear boost





## Sustainalytics – rating of 10.1 in ESG risk

- > Rating placed in the top 21 of the 431 listed real estate companies analyzed
- > The agency highlights the good management of ESG policies in accordance with all the international standards
- > Colonial has been identified as a top ESG performer out of more than 4,000 comprehensive companies covered and it has been qualified for the 2022 Industry Top-Rated Badge as well as for the brand new Regional Top-Rated Badge





## MSCI, the reference rating for listed companies

- > A Rating on its ESG rating, one of the highest ratings internationally
- > Strong scoring on Governance





### **FTSE Russell ESG Rating**

- > ESG Rating of 4 / 5 for 2021, positioning itself in the Top level
- > Percentile rank of 96% in the Real Estate ICB Subsector



### **EPRA Gold sBPR rating**

 Colonial has obtained the EPRA Gold sBPR rating for the 6<sup>th</sup> consecutive year, which certifies the highest reporting standards in ESG



## Environment: Excellence on ESG & Decarbonization

## **CDP Score at A confirming decarbonization leadership**

- > Scoring of A: well above Europe regional average and Financial services sector
- > Strong YoY momentum: increase up to A coming from A-

## **CDP SCORE REPORT - CLIMATE CHANGE 2021**



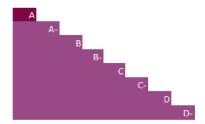
#### **GLOBAL CDP SCORE**







#### UNDERSTANDING YOUR SCORE REPORT



Inmobiliaria Colonial received a A which is in the Leadership band. This is higher than the Europe regional average of B, and higher than the Financial services sector average of B.

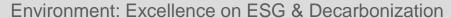
Leadership (A/A-): Implementing current best practices Management (B/B-): Taking coordinated action on climate issues Awareness (C/C-): Knowledge of impacts on, and of, climate issues Disclosure (D/D-): Transparent about climate issues

#### **REACHING THE "A" LIST**

- > The sole Office Real Estate company in Europe
- > Among the only 5 real estate companies in Europe
- > Among the only 12 real estate companies in worldwide
- > Among the 200 best companies across al, industries worldwide out of more than 13,000 that have a CDP rating



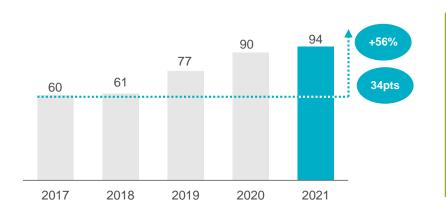
200 companies have made this year's climate change A List



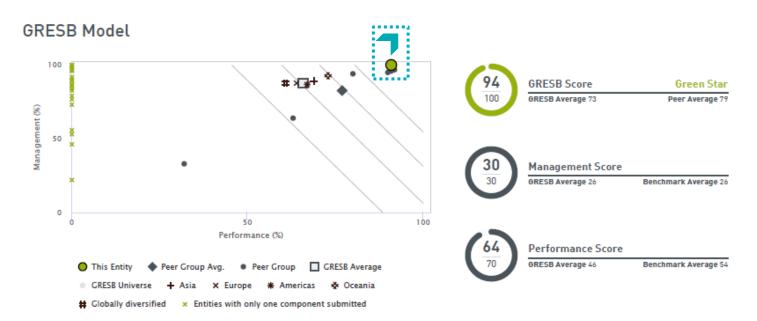




#### **CONTINUOUS IMPROVEMENT ON GRESB PERFORMANCE**







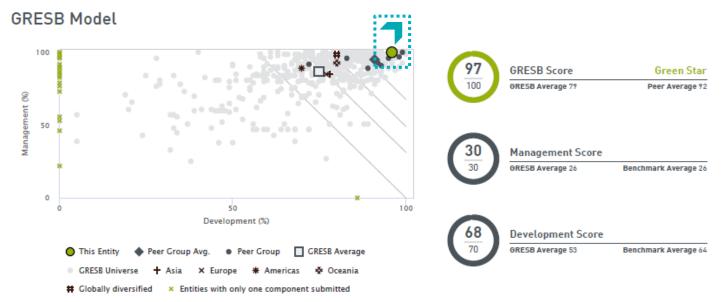
## Environment: Excellence on ESG & Decarbonization



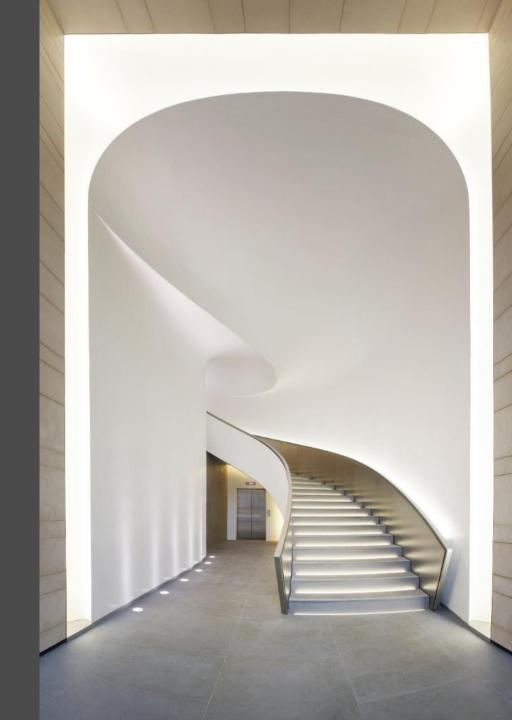


#### **CONTINUOUS IMPROVEMENT ON GRESB PERFORMANCE**









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