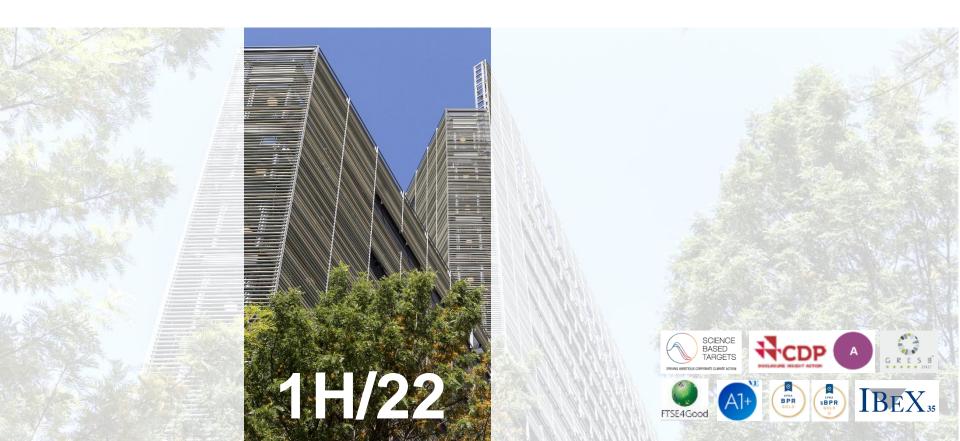


First Half Results 2022

July 28th, 2022





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- 01 Highlights
- 02 Financial Performance Double digit profit growth
- 03 Strong delivery on operations
- 04 Drivers for future performance
- 05 Conclusion & Outlook



#### PRESENTING MANAGEMENT TEAM



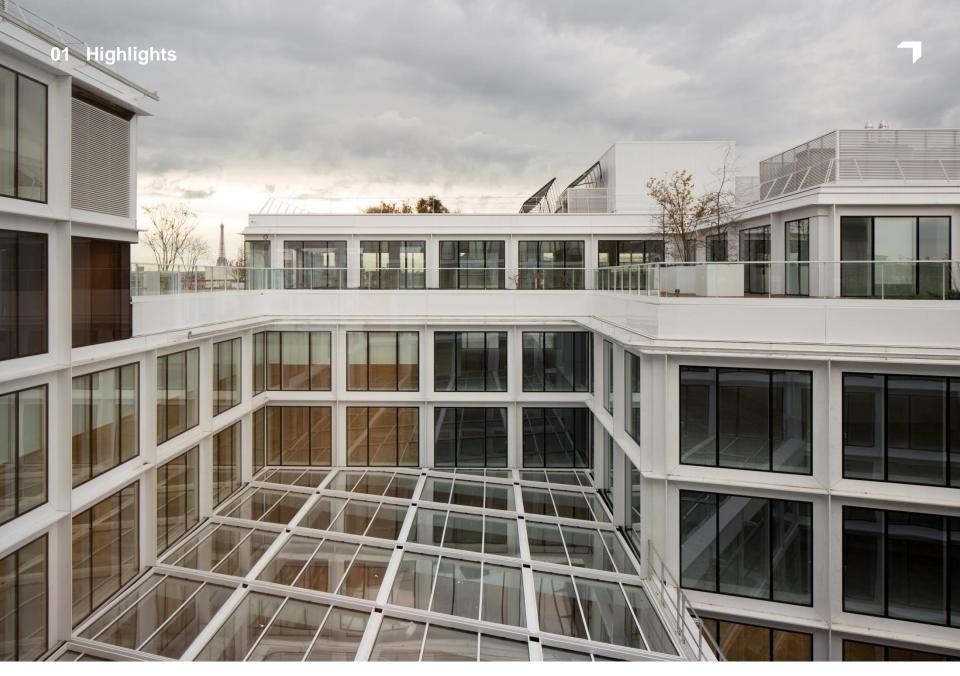
Pere Viñolas Chief Executive Officer



Carmina Ganyet Corporate Managing Director



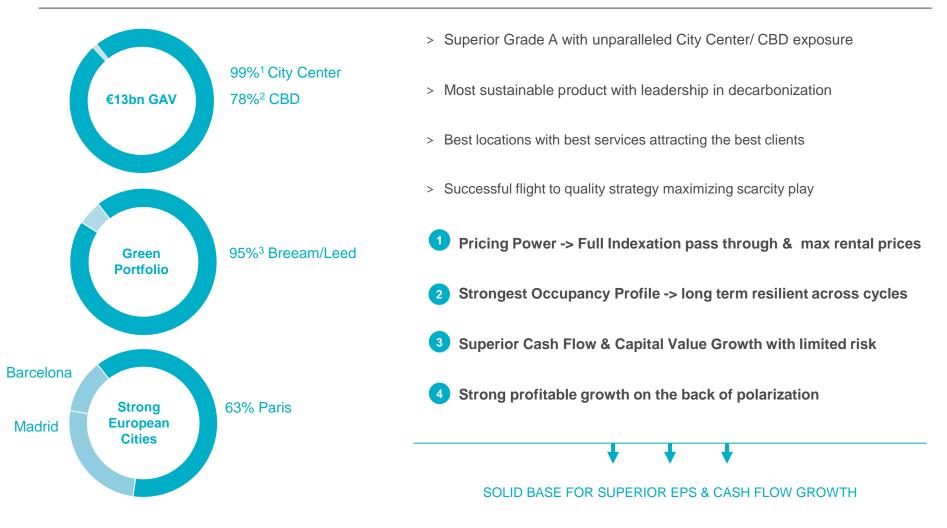
Carlos Krohmer Chief Corporate Development Officer



Delivery of profitable Growth on the back of polarization

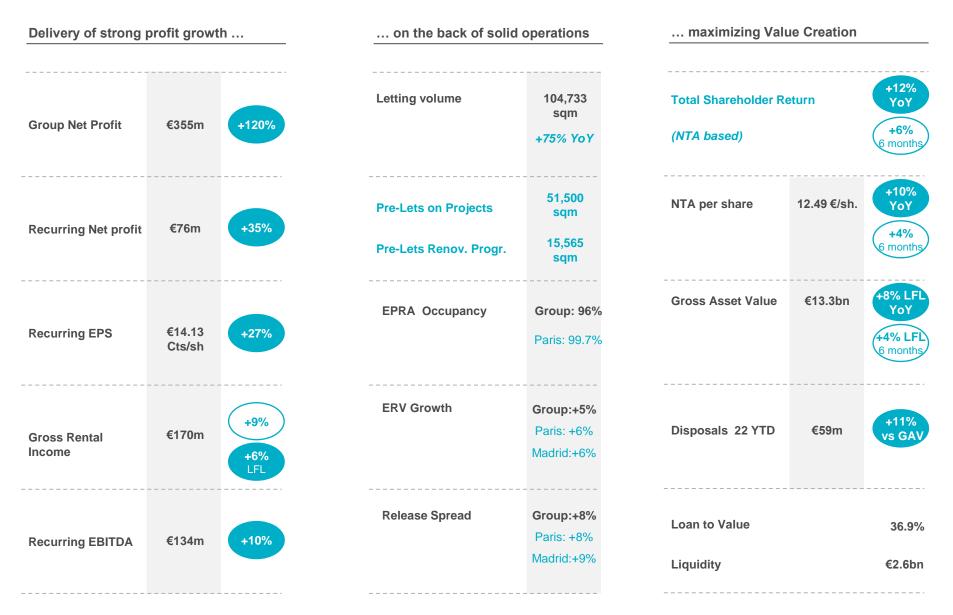


### **COLONIAL – THE FULL BENEFIT OF POLARIZATION**



- 1) CBD & Madrid Inside M-30 & Paris 7eme and 15eme
- 2) CBD includes 22@ in Barcelona
- 3) Portfolio in operation

# 01 Highlights Strong Profit Growth Driven by Strong Operations



# 02 Financial Performance - Double digit profit growth

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Delivery of profitable Growth

- **02** Financial Performance Double digit profit growth Strong growth in all metrics
  - > Net Group Profit increase of +120% YoY
  - > Solid increase in Recurring Net Profit: +35% YoY
  - > Double digit EPS growth of +27%

### PROFIT FULLY TOP-LINE DRIVEN



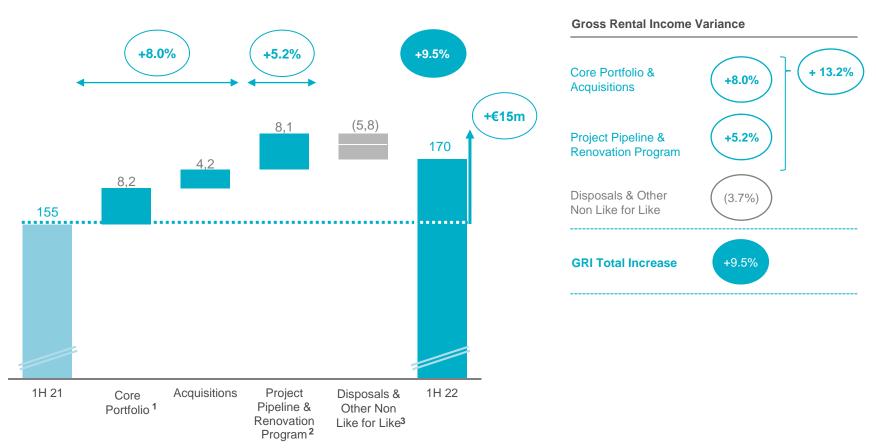


## **02** Financial Performance - Double digit profit growth +9.5% Gross Rental Income YoY Increase

Revenue Growth excluding impact of disposals<sup>3</sup> of +13.2%

- > +8.0% Revenue increase due to rental growth in Core Portfolio & Acquisitions
- > +5.2% Revenue increase through delivery on projects & renovation program

GROSS RENTAL INCOME - €m



(1) Core Portfolio Like for Like (including €1.6m of Like for Like rental growth from renovation program) – Indexation analysis in slide 29

(2) Excluding €1,6m of Like for Like rental growth from renovation program

(3) Includes €2,5m impact from asset disposals & other non like-for-like impacts

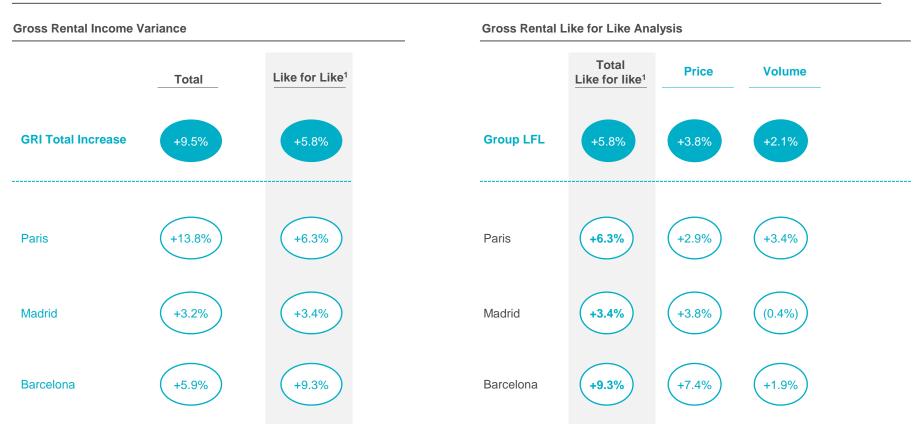


## **02** Financial Performance - Double digit profit growth +6% like for like in Gross Rental Income on the back of polarization

> Group Gross Rental Income Like for Like growth of +6%

- > Paris & Barcelona with outstanding like for like growth
- > Like for like growth through balanced mix of price & volume

#### GROSS RENTAL INCOME - €m



- **02** Financial Performance Double digit profit growth Net Rental Income growth of +7% (+6% like for like)
  - > Net Rental Income growth +7% driven by Paris Portfolio
  - > Outstanding Net Rental Income like for like growth +6%
  - > Paris and Barcelona with outstanding for like increase

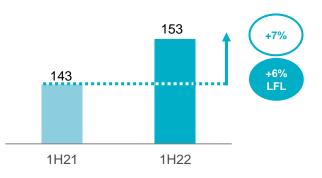
#### **Net Rental Income variance**



NRI= Net Rental Income

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

## NRI Variance YoY



Diagonal 609

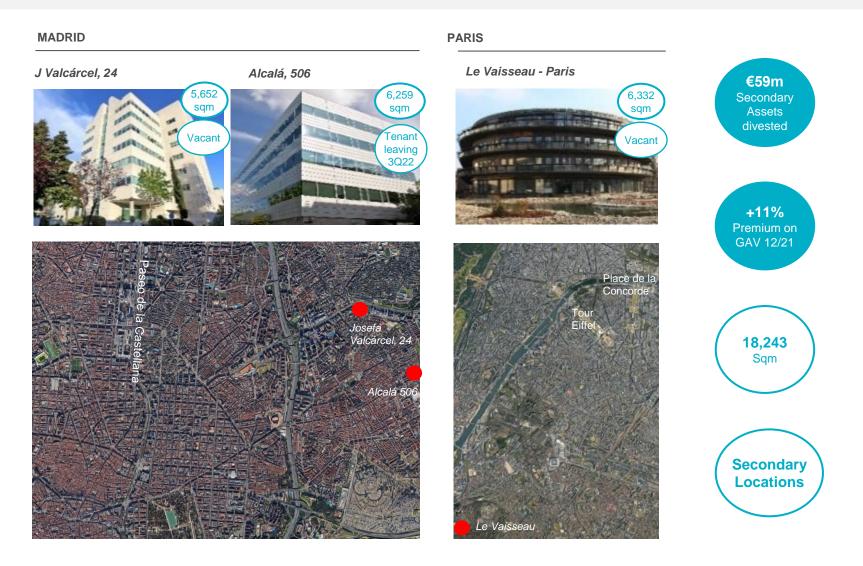


Washington Plaza

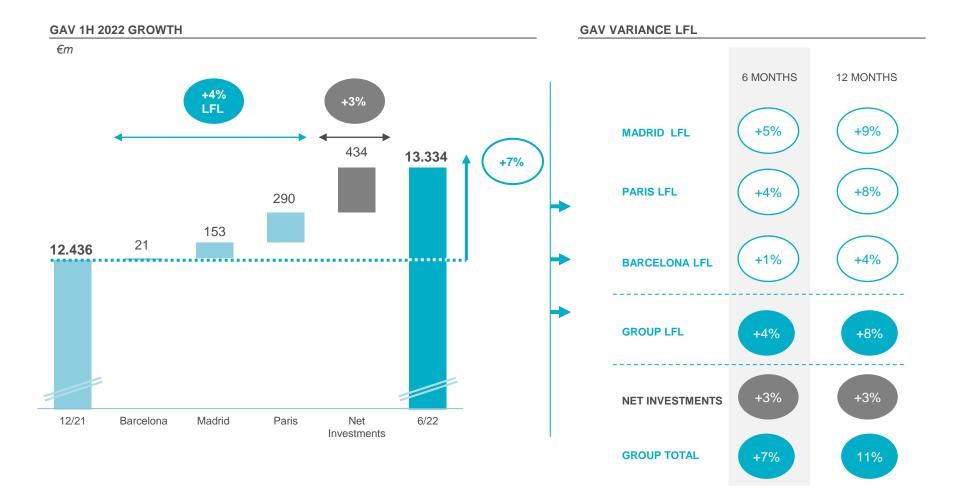




- **02** Financial Performance Double digit profit growth Flight to quality through selected disposals
  - > €59m of secondary assets divested in 1H2022
  - > +11% premium on 12/21 GAV



- **02** Financial Performance Double digit profit growth +7% GAV growth in 6 months (+11% YoY)
  - > +8% YoY like for like growth (+4% in 6 months)
  - > Strong YoY like for like growth of Madrid +9% (+5% in 6 months)
  - > Paris with solid +8% YoY like for like growth (+4% in 6 months)



# 02 Financial Performance - Double digit profit growth Solid Capital Structure with strong Hedging Profile

- > LTV at healthy 36.9%, at low-end of guidance
- > Liquidity of 2.6 €bn with €0.5bn in cash

12/21

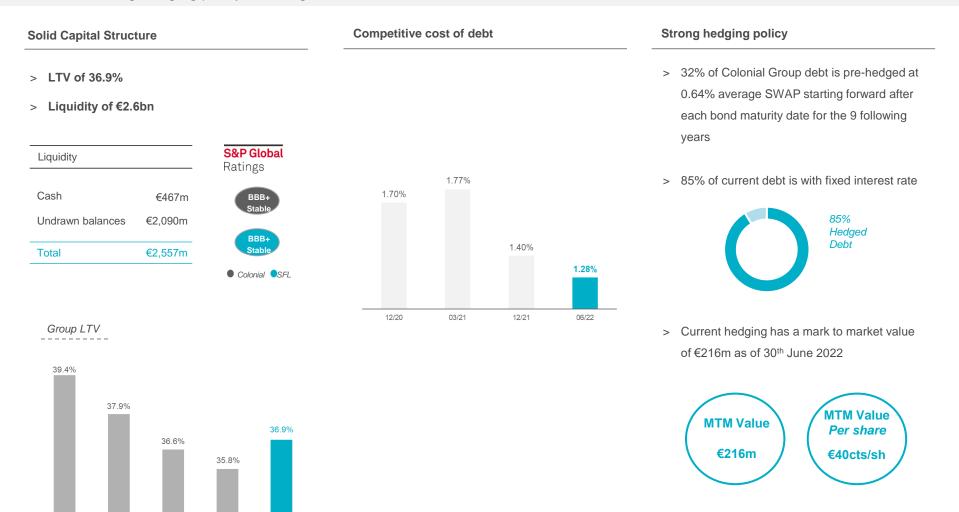
06/22

06/18

06/19

06/20

> Strong hedging policy securing future interest rates

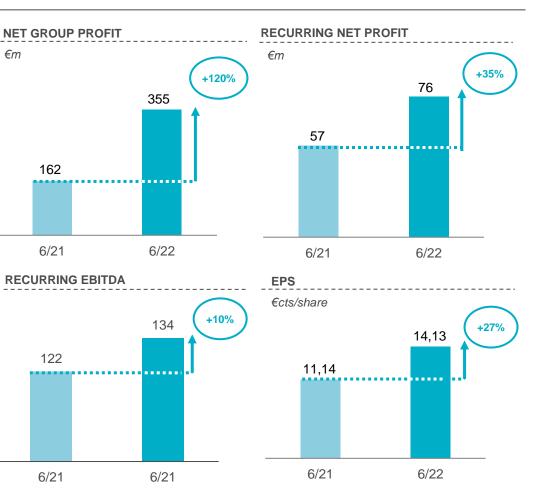


- **02** Financial Performance Double digit profit growth Solid profitability with enhanced quality
  - > Group Net Profit of €355m, +120% YoY
  - > Recurring Earnings of €76m, +35% YoY
  - > EPRA EPS of €14.13/share; +27% YoY)

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

Results analysis - €m	1H 22	1H 21
Gross Rents	170	155
Recurring EBITDA	134	122
Recurring financial result	(38)	(43)
Income tax expense & others - recurring	(7)	(7)
Minority interests - recurring	(13)	(16)
Recurring Earnings	76	57
Change in fair value of assets & provisions	315	147
Non-recurring financial result & MTM	(1)	(27)
Income tax & others - non-recurring	0	(4)
Minority interests - non-recurring	(35)	(11)
Profit attributable to the Group	355	162

Recurring Earnings - €m	76	57
Nosh (mm)	539.6	508.1
EPS recurring - Cts€/share	14.13	11.14





# **02** Financial Performance - Double digit profit growth Strong NTA growth through Prime Positioning & Alpha

- > Total Shareholder Return of +12% YoY (+6% in 6 months)
- > Epra NTA of €12.49/share; +10% YoY (+4% in 6 months)
- > NTA growth on the back of Prime Positioning & Alpha Value Creation



## TOTAL SHAREHOLDER RETURN



Superior performance on the back of polarization for high quality product

#### Strong delivery in operations 03 Office Markets with strong support for Grade A in CBD

- > Tenant for Grade A product concentrates more than 70% of total demand
- > Take-up in all markets widely above previous year
- > Strong investment market for scarce Grade A in the City Center



## 03 Strong delivery in operations

Superior performance on the back of high-quality prime product



(3) Maturity until first potential exit

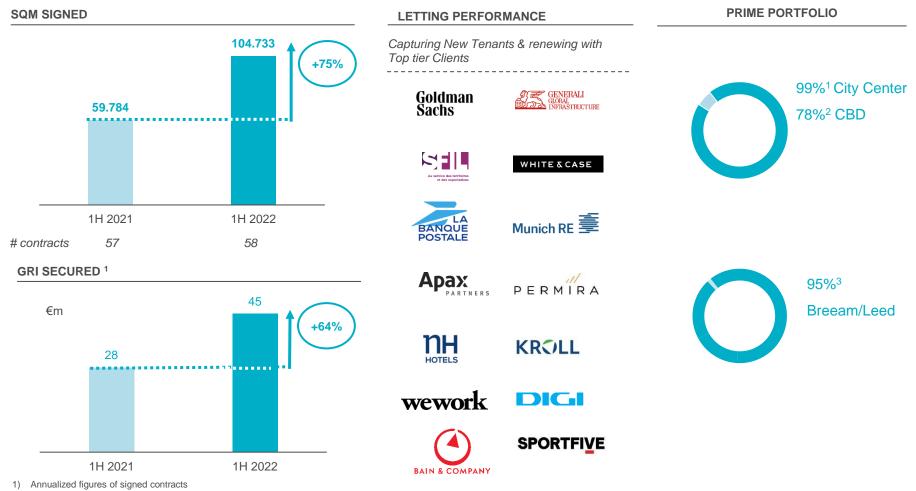
(4) Financial vacancy calculated according to EPRA methodology - Office Portfolio



# **03 Strong delivery in operations** Superior performance on the back of high quality product

- > Colonial with strong letting activity, +75% on previous year (+64% in economic terms)
- > Letting activity focused on CBD assets with high Energy Certificates
- > Solid mix between renewals and new lets

## LETTING ACTIVITY REMAINS SOLID IN 1Q 2022



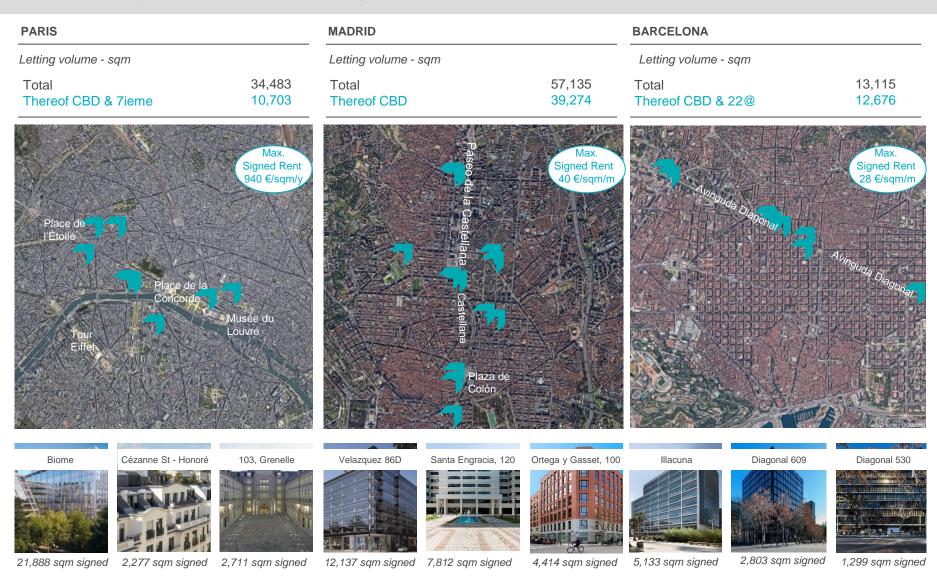
2) CBD includes 22@ in Barcelona

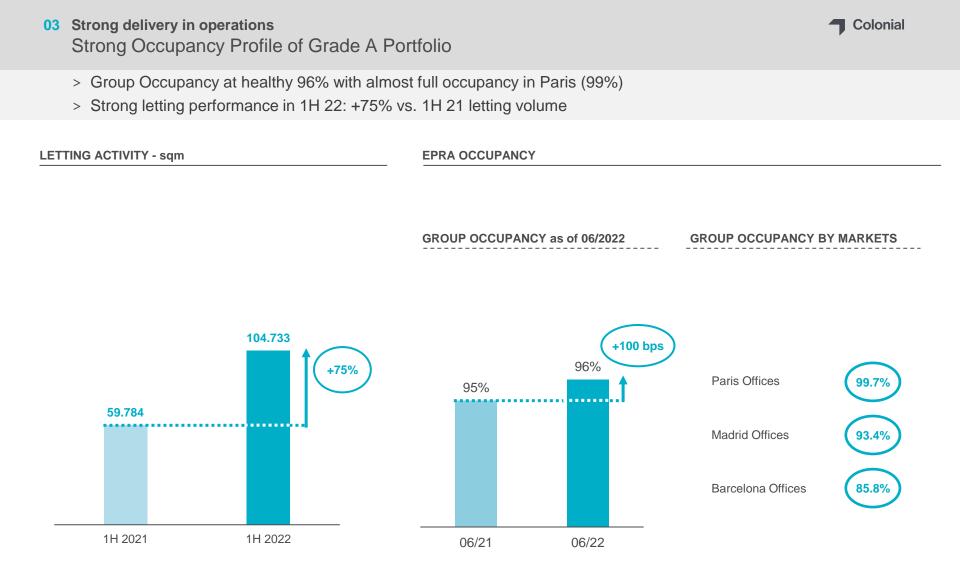
3) Portfolio in operation



# 03 Strong delivery in operations

# Benefitting from polarization - Setting the benchmark in Prime





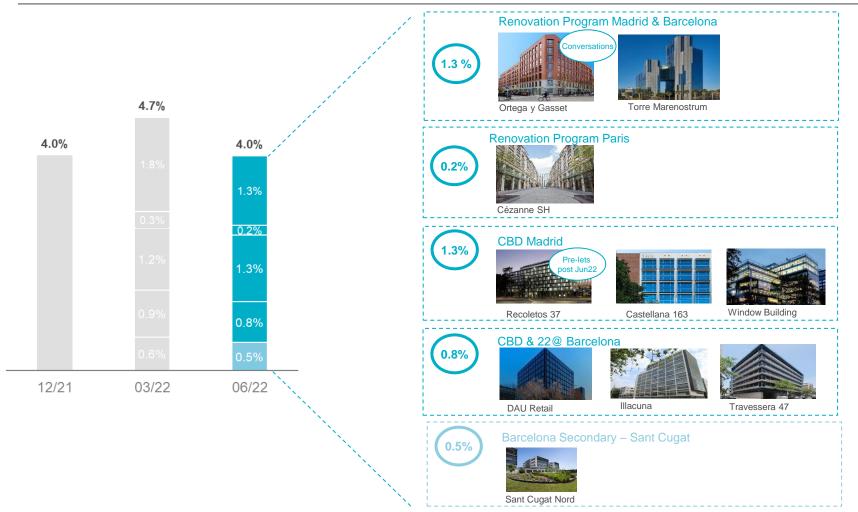
## **03** Strong delivery in operations

Vacancy at healthy 4.0%: availability of top-quality product

4.0% of available high-quality space with solid letting prospects

- > 1.5% renovation program assets in Madrid, Barcelona & Paris
- > 2.1% Grade A CBD premises in Barcelona & Madrid

**EPRA VACANCY - Offices** 



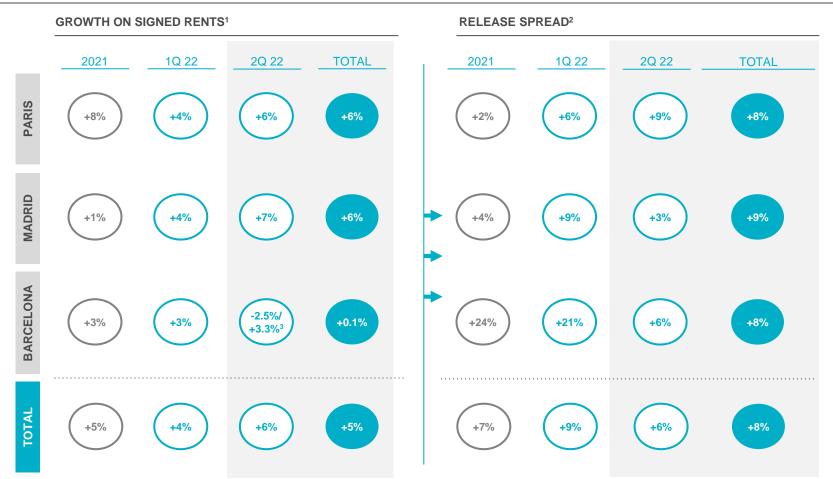
Colonial

24

# 03 Strong delivery in operations Rental growth remains solid

- > Q2 Solid ERV growth of +6% driven by Madrid & Paris
- > +8% release spread YTD (+9% in Madrid & +8% Paris)

## SOLID INCREASE IN RENTAL PRICES



(1) Signed rents vs 12/21 ERV (new lettings & renewals)

(2) Signed rents vs previous contracts (renewals)

(3) Excluding the renewal of a tenant a building in the 22 @, with a market rent review, extending the maturity of the contract





Prime Positioning & Alpha driving future performance

## 04 Drivers for future performance





Performance on the back of Prime Positioning & Alpha



Sustained Strong Delivery on NTA & EPS



Pricing Power



Projects & Renovations on track



Securing future cash flow

# 04 Drivers for future performance Sustained Strong Delivery on NTA & EPS

PRIME

&

**ALPHA** 





Max .Rent

Signed YTD

940

€/sqm/y

40

€/sqm/m

28

€/sqm/m

+6%

+7%

+3%5

#### **PRICING POWER - INDEXATION** Outperfoming the market 2022 YTD Indexation Paris, Madrid & Barcelona > 100% of contracts 55% indexed<sup>2</sup> Release 45% Rental Spread Q2<sup>3</sup> Growth Q2<sup>4</sup> Secured To come Indexation fully Passed-> Indexation 2022 through 1H 22 PARIS +9% 2022 Profit Impact<sup>1</sup> 2023 Profit Impact<sup>1</sup> 1H 22 Full Year Impact of 2022 MADRID Indexation in 2023 2022 +3% Captured €4m >€8m Indexation YTD > €15m BARCELONA Pending Indexation >€2m +6% Full Year 22 Impact ~ €11m

#### **PRICING POWER - CAPTURING MAXIMUM RENTS**

Signed rents vs previous contracts (renewals) 3.

4. Signed rents vs. market rents at 31/12/2021 (ERV 12/21)

Excluding the renewal of a tenant in a 22@ building, with a 5. market rent review, extending the maturity of the contract

1.

2.



**Colonial** 

#### BIOME: Best quality product with low carbon footprint









EXCELLENT



EED

v4

GOLD





## Office space 100% pre-let

- > Two leases signed with La Banque Postale and SFIL for all the office space
  - > Rent: over €670/sqm
  - > Lease term: 10 years
  - > Effective 2 Nov. 2022







# 04 Drivers for future performance3 Projects on track

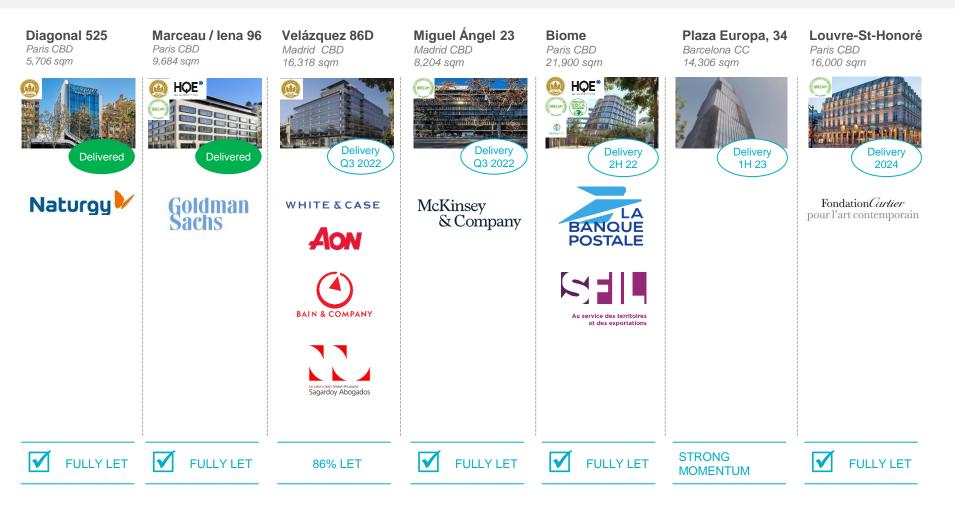
- > 7 of the 9 assets of the project pipeline already have high pre-let levels
- > €52m of annualized rents secured in more than 77,000 sqm
- > Rental prices signed at the high end: yield on cost above 6% confirmed

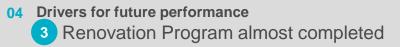
#### PROJECT PIPELINE





- > 7 of the 9 assets of the project pipeline already have high pre-let levels
- > Signed rents well above market ERVs
- > Contracts signed with AAA tenants



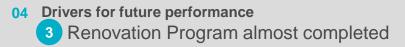


- > Significant progress in letting up the renovation program
- > Passing rents have increased by +105% in 6 months
- > Reversion of €35m annualized GRI secured/passing as of 06/22

#### SIGNIFICANT GRI REVERSION WITH VALUE CREATION POTENTIAL

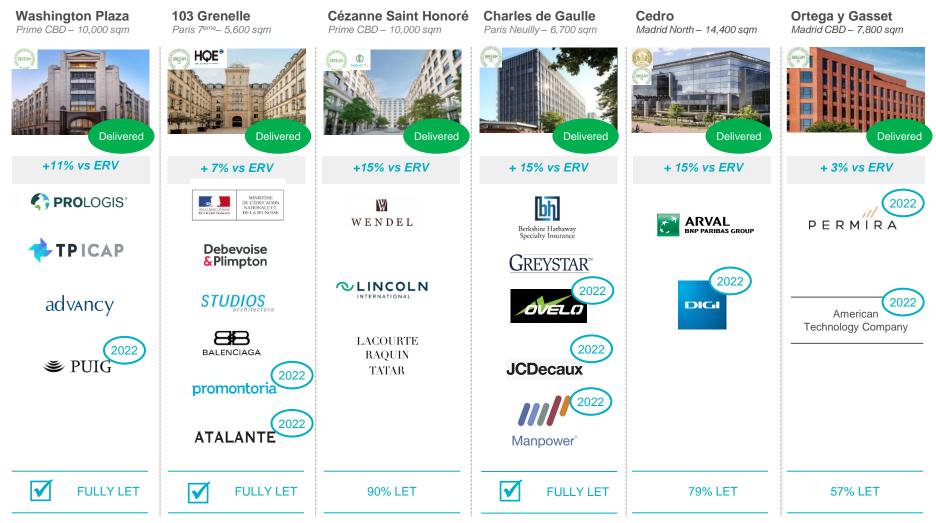


<sup>2</sup> Annualized topped-Up passing GRI as of 06/22



**T** Colonial

- > Renovation program almost fully let
- > Signed rents well above market ERVs
- > Contracts signed with AAA tenants



# Of Drivers for future performance 4 Future Cash Flow on the back of an increasing revenue base

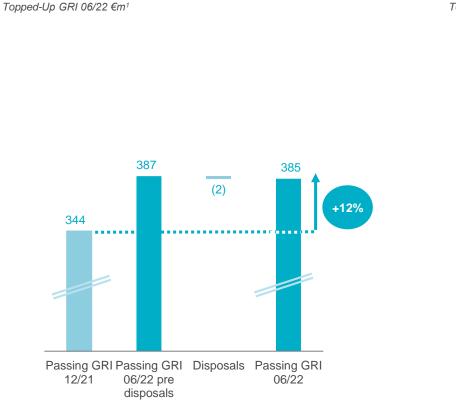


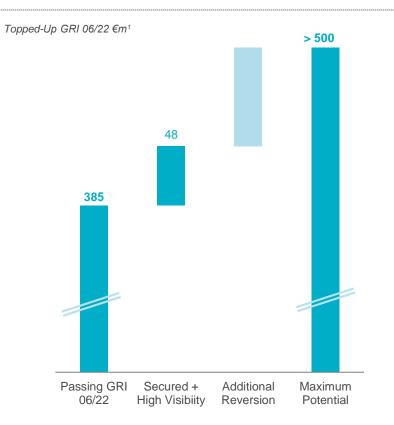
## INCREASE ANNUALIZED GRI¹ UP TO €385m

- > €41m additional annualized<sup>1</sup> rents since 12/21
- > +12% increase of revenue base<sup>1</sup> (net of disposals)

#### MORE THAN €400m RENTAL BASE<sup>1</sup> SECURED YTD

- > Strong Pre-Lets
- > Pricing Power & Indexation







Superior growth & returns through prime positioning

# 05 Conclusion & Outlook Colonial well positioned





#### STRONG DELIVERY ON VALUE & CASH FLOW

- > Total Shareholder Return (NTA based) +6% in 6 months
- > GAV growth of + 4% like for like in 6 months
- > Recurring EPS +27% YoY
- > Strong operations securing additional cash flow

### COLONIAL WELL POSITIONED TO PLAY THE CYCLE

#### Colonial platform with strong internal growth drivers in place

- Pricing Power: full Indexation pass through & max rental prices
- Projects & Renovations on track
- Secured future cash flow through pre-lets

### **OUTLOOK & GUIDANCE**

- > Recurring EPS 2022: €28-29Cts per share
- > Prime CBD assets outperforming the market

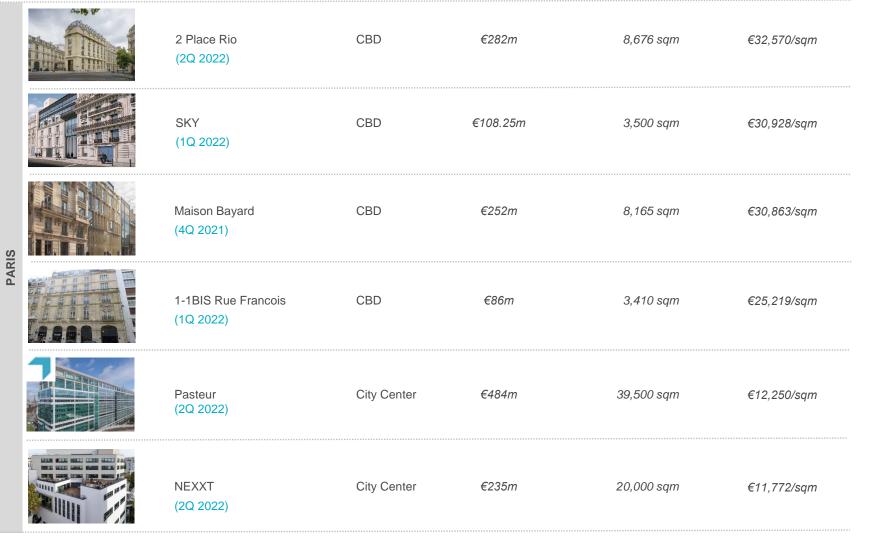
Appendices

# Q&A

....

Investment markets for prime product remain active

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



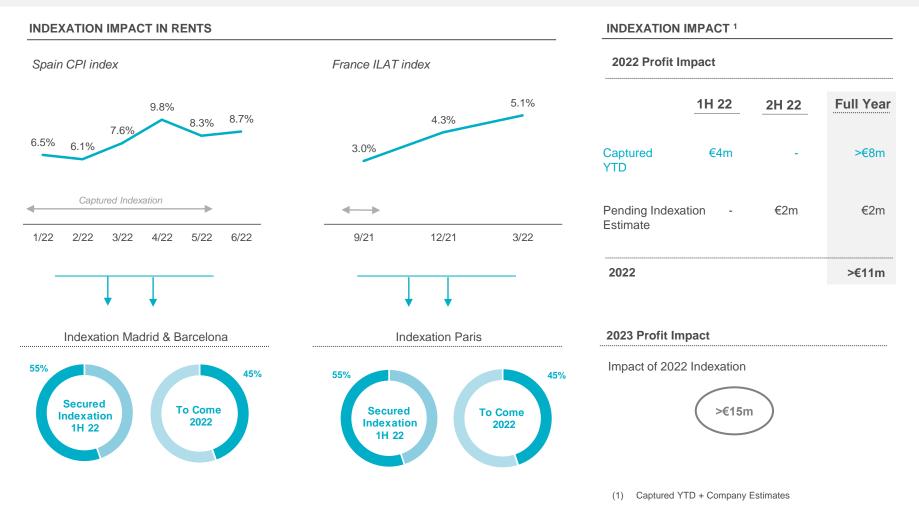
Investment markets for prime product remain active

- > Barcelona with solid investment activity- specially in the 22@ district
- > Investor appetite with increased momentum for Prime in Madrid

MADRID	Goya 36 (1Q 2022)	CBD	€52m	4,500 m	€11,556/sqm
	Ancora 40 (1Q 2022)	CBD	€51	7,215 sqm	€7,069/sqm
	Alcalá 26 (4Q 2021)	CBD	€37m	5,343 m	€6,878/sqm
BARCELONA	Step Up (2Q 2022)	22@	€35m	4,500 sqm	€7,777/sqm
	Sancho de Ávila 105 (2Q 2022)	22@	€18m	2,500 sqm	€7,200/sqm
	Antic de Valencia (2Q 2022)	22@	€65m	10,010 sqm	€6,493/sqm

# APPENDICES Indexation & Rental Growth

- > Colonial portfolio fully capturing positive indexation impact in cash flow
- > Indexation on Spanish portfolio already secured for more than 35% of the contracts
- > Prime Grade A Positioning provides additional rental upside

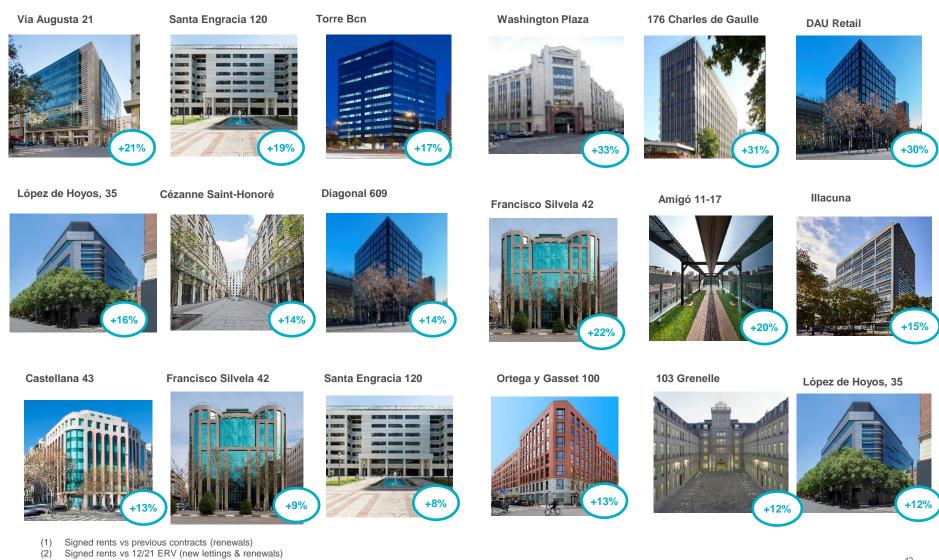


Source: INE & INSEE

# **APPENDICES** Rental Price levels remain solid



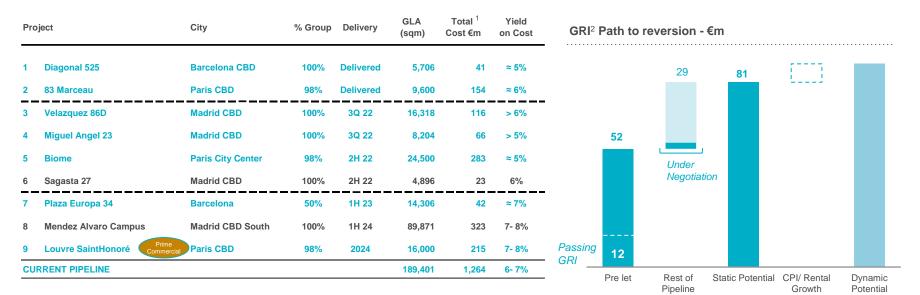
#### **RELEASE SPREAD<sup>1</sup>**



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

Project pipeline - GRI reversionary potential going forward

- > More than €80m of additional rents to flow into the recurring P/L
- > €52m of secured rents through solid pre-let performance
- > Project pipeline delivery & pre-letting process on track





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

 $^{\rm 2}\,{\rm Annualized}$  topped-Up passing GRI as of 06/22

<sup>3</sup> Pending Capex as of 06/2022

Pending Capex³ - €m						
2022	69-74					
2023	79-84					
2024	39-44					
Total Pending Capex	187-202					
Thereof Spain	148-156					
Thereof France	39-46					



Project pipeline - significant value creation potential going forward



- > €2.5bn of value expected
- > Base for significant future NTA growth
- > 2022 Delivery on track

Pro	ject	City	% Group	Delivery	GLA (sqm)	Total <sup>1</sup> Cost €m	Yield on Cost	Value creation potential - €bn
1	Diagonal 525	Barcelona CBD	100%	Delivered	5,706	41	≈ 5%	
2	83 Marceau	Paris CBD	98%	Delivered	9,600	154	≈6%	2.4 - 2.6
3	Velazquez 86D	Madrid CBD	100%	3Q 22	16,318	116	> 6%	2.0 2.1
4	Miguel Angel 23	Madrid CBD	100%	3Q 22	8,204	66	> 5%	1.7 Future Value
5	Biome	Paris City Center	98%	2H 22	24,500	283	≈ 5%	1.3 Creation
6	Sagasta 27	Madrid CBD	100%	2H 22	4,896	23	6%	
7	Plaza Europa 34	Barcelona	50%	1H 23	14,306	42	≈ 7%	
8	Mendez Alvaro Campus	Madrid CBD South	100%	1H 24	89,871	323	7- 8%	
9	Louvre SaintHonoré Commercial	Paris CBD	98%	2024	16,000	215	7- 8%	Total cost <sup>1</sup> Current value <sup>2</sup> Current value <sup>3</sup> Current value <sup>4</sup> Stabilized <sup>5</sup> 12/20 12/21 06/22 Value
CU	CURRENT PIPELINE 189,401 1,264				6- 7%			

> Significant value creation potential

2 Projects already delivered

> Delivery well balanced

• 4 Projects in 2022 3 Projects in 2023/24



1 Total Cost Finished Product= Acquisition Cost/Asset Value pre Project + total Capex to be invested

- 2 GAV 12/20 + Pending Capex as of 12/20
- 3 GAV 12/21 + Pending Capex as of 12/21
- 4 GAV 06/22 + Pending Capex as of 06/22
- 5 Stabilized Rent capitalized at estimated exit yield

**RENOVATION PROGRAM** 

# Renovation Program with positive momentum

- > Significant progress in letting up the renovation program
- > Passing rents have increased by €27m since the beginning of the program
- > Reversion of €35m annualized GRI secured/passing as of 06/22

#### Passing GRI - €m<sup>2</sup> City Delivery Pre-let GLA (sqm) Asset 35 Paris 17ème $\checkmark$ 1 **103 Grenelle** 100% 5,631 +4.4x 2 **Charles de Gaulle Paris Neuilly** $\checkmark$ 100% 6,742 17 Paris Washington Plaza $\checkmark$ 3 Paris CBD 100% 10,611 8 4 Cezanne SH Paris CBD $\checkmark$ 90% 9,951 06/21 12/21 06/22 Cedro **Madrid North** $\checkmark$ 79% 14,437 Program reversion almost fully secured - €m 5 Madrid Ortega & Gasset 100 Madrid CBD $\checkmark$ 57% 6 7,792 47 34% $\checkmark$ To come 7 **Torre Marenostrum** Barcelona 22@ 22,394 (1st phase) 35 Barcelona 8 **Diagonal 530** Barcelona CBD Q3 2022 40% 12,876 Secured YTD Project 10 Parc Glories II Barcelona 22@ 2024 17,860 9 analysis .... **TOTAL RENOVATION PROGRAM** 108,294 Full potential 2 P&L<sup>1</sup> Passing<sup>2</sup>

#### SIGNIFICANT GRI REVERSION WITH VALUE CREATION POTENTIAL

1H 22

Annualised

Annualised

1. 06/22 YTD GRI (6 months cumulative)

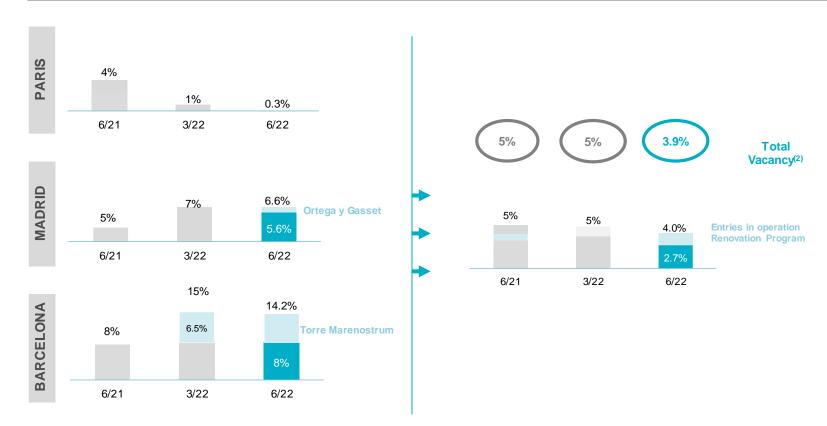
2. Annualized topped-up passing GRI as of 06/22



Vacancy at very healthy levels in every segment

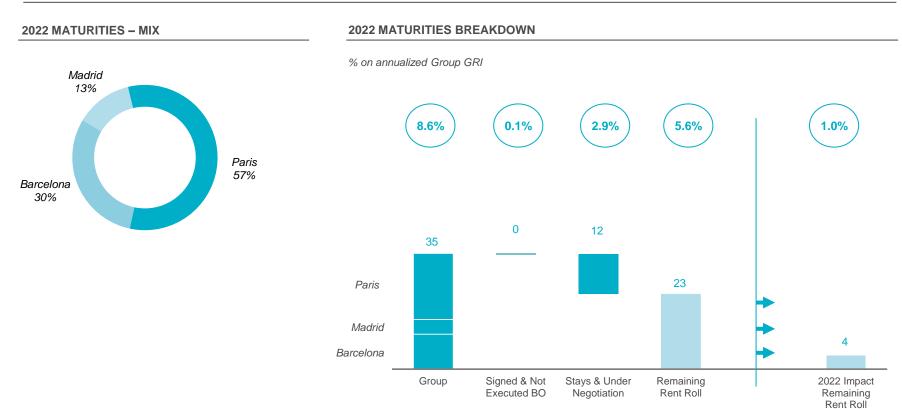
- > Office portfolio vacancy stable at a healthy 4% level (2.7% excluding Torre Marenostrum & Ortega y Gasset)
- > 1.5% renovation program assets in Madrid, Barcelona & Paris
- > Outstanding Paris at 0.3% vacancy in the office portfolio

#### **EPRA<sup>1</sup> VACANCY**





#### CONTRACT PORTFOLIO 2022 MATURITIES – DELIVERY YTD ON TRACK

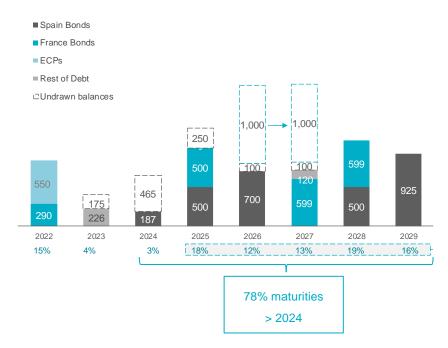


# **APPENDICES** A solid capital structure

- > Long-term financing profile with extended debt maturities
- > LTV of 36.9% with a liquidity of €2,557m
- > A solid financial structure with competitive financing costs

#### **Extension of Debt Maturities**

Maturity profile of debt facilities - €bn



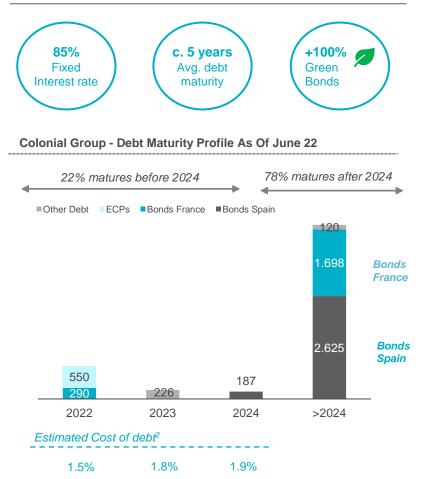
#### **A Solid Financial Structure** 31/12/2021 30/06/2022 Net Debt €4.716m €5,228m LTV 35.8% 36.9% **Drawn Facilities** €0m €0m Unutilized Facilities €2,140m €2,090m **Total Facilities** €2,140m €2,090m Cash €219m €467m Liquidity €2,359m €2,557m Debt Maturity Group 5.2 years 4.6 years Non-Mortgage debt 98% 99% Cost of Debt Group 1.40%1 1.28%<sup>1</sup>



Interest Rate Risk Under Control & No Refinancing Risk

- > Strong financial position with few maturities in the next 3 years
- > Current liquidity covers 2 times future financing needs

#### STRONG FINANCIAL POSITION



<sup>1</sup>€200m pre-hedgings already applied in 2Q2022

<sup>2</sup> Interest rates curves and future spreads, as of 4th of July 2022

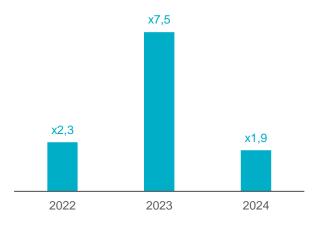
<sup>3</sup> Coverage ratio as Sources / Uses

<sup>4</sup> Revolving Credit facility

#### CURRENT LIQUIDITY ENSURING FUTURE FINANCING



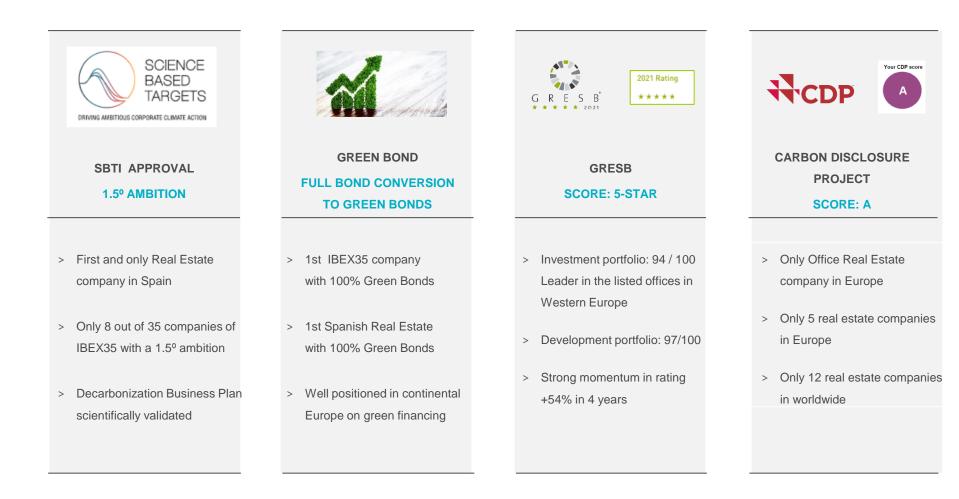
# Colonial Group – Coverage ratio considering future financing needs<sup>3</sup>





**Colonial** 

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



Science Based Target initiative (SBTi) - Colonial's Business Plan verified & approved by SBTi

- > Carbon footprint reduction by 52% vs 2018 baseline year
- > Acceleration of path towards net zero emissions
- > Objective of carbon neutrality in 2030 (previous objective 2050)

#### COLONIAL FULLY ALIGNED WITH PARIS AGREEMENT INTENSITY CARBON EMISSIONS 2021, 2020 & 2019 - (Scope 1 & 2) (KgCo2e/sqm) SCIENCE BASED TARGETS Decarbonization Business Plan reviewed and > approved by Science Based Target Initiative (SBTi) 26 2015 - 2021 1.5° Ambition conformed 2018 - 2021 > Objective of Carbon Neutrality in 2030 Anticipation in 20 years of previous target 9 2021 - 2030 Strategic alignment through internal carbon price > Carbon price of €100/per ton CO2e 2021 2030 2015 2018 2019

(64%)

(52%)

Net Zero

Colonial

7



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