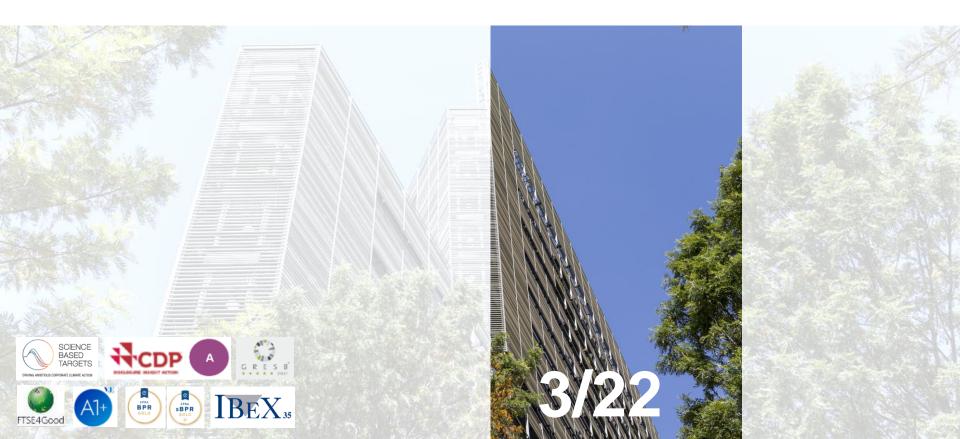
Colonial

## Third Quarter Results 2022

16<sup>th</sup> November 2022





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- 01 Highlights
- 02 Financials Double digit revenue & profit growth
- 03 Operations Outperformance through polarization
- 04 High visibility on further growth
- 05 Conclusion



#### PRESENTING MANAGEMENT TEAM



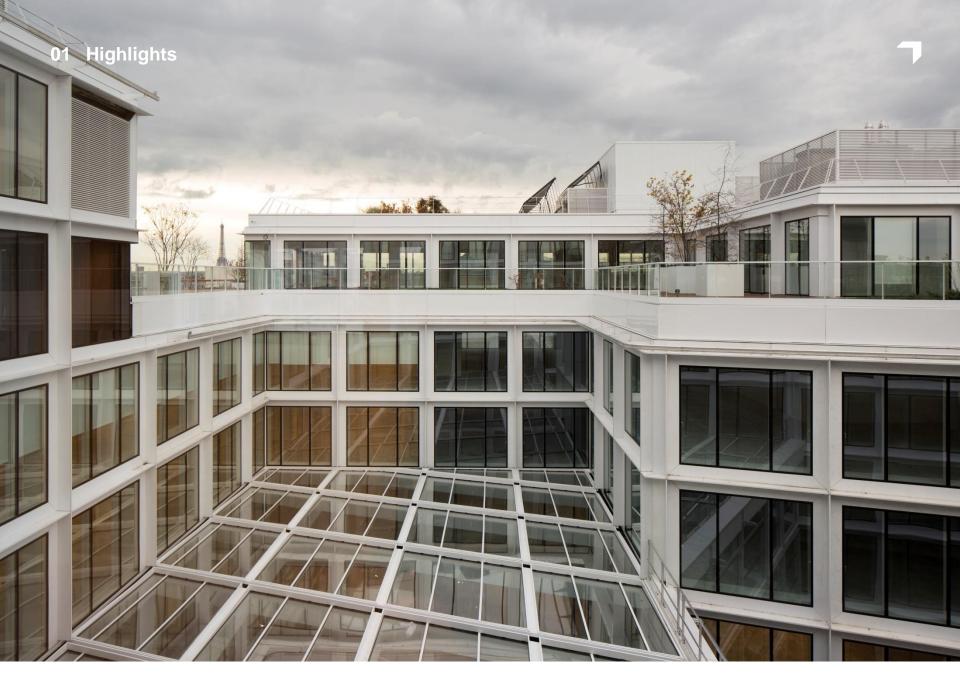
Pere Viñolas Chief Executive Officer



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 Strong Pricing Power

- > Indexation fully passed through
- > Strong rental growth ongoing
- > Highest topline like-for-like growth

2 Alpha – Prime Factory

- > Renovation Program Strong GRI growth
- > Project Pipeline Significant GRI growth 23

+ + +

2022 Recurring EPS beating the upper range of guidance



1) CBD & Madrid Inside M-30 & Paris 7eme and 15eme

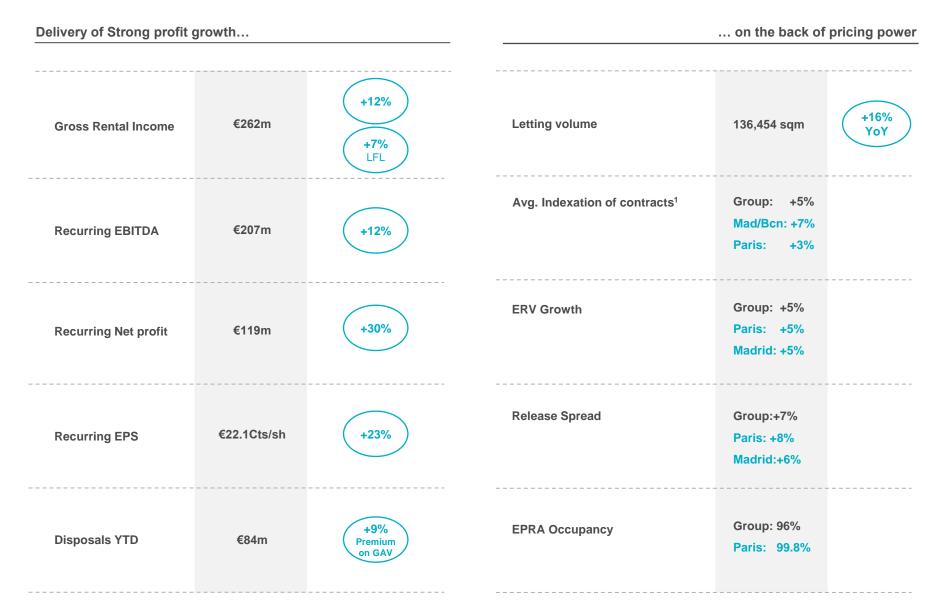
- 2) CBD includes 22@ in Barcelona
- 3) Portfolio in operation

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#### **01** Highlights

## Strong Profit Growth Driven by Strong Operations





02 Financials - Double digit profit growth

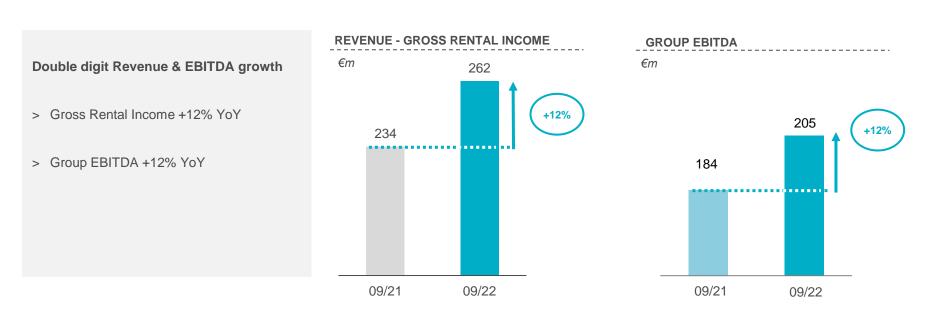
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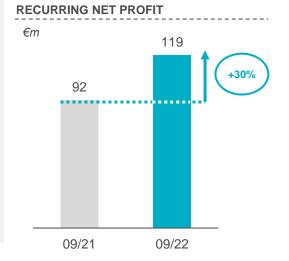
Top-line driving double digit profit growth

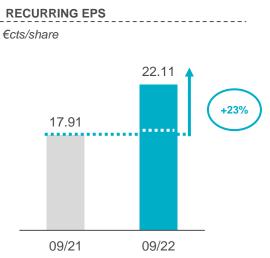
## 02 Financials – Double digit profit growth Strong profitable growth on all metrics



Significant increase in Earnings

- > Profit fully top line driven
- > Recurring Net Profit: +30% YoY
- > Recurring EPS +23% YoY



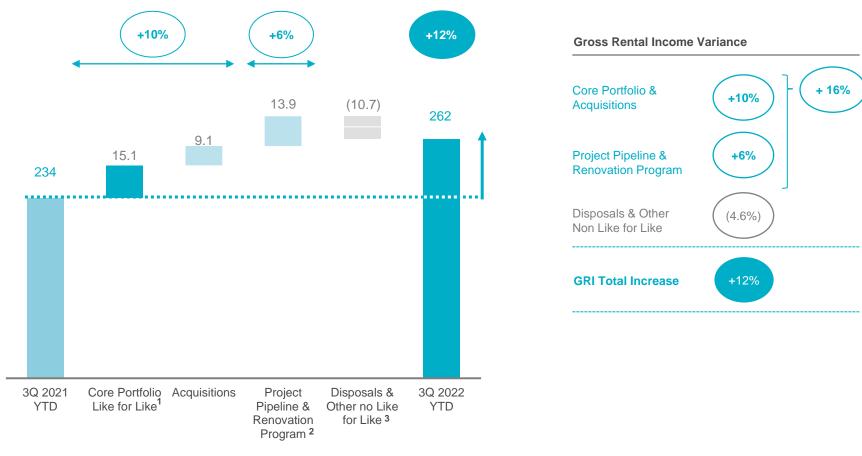


## 02 Financials – Double digit profit growth +12% Gross Rental Income YoY Increase

Revenue Growth excluding impact of disposals<sup>3</sup> of +16%

- > +10% Revenue increase due to rental growth in Core Portfolio & Acquisitions
- > +6% Revenue increase through delivery on projects & renovation program

GROSS RENTAL INCOME - €m



- (1) Core Portfolio Like for Like (including €2.8m of Like for Like rental growth from renovation program)
- (2) Excluding €2.8m of Like for Like rental growth from renovation program
- (3) Impact from asset disposals & other non like-for-like impacts

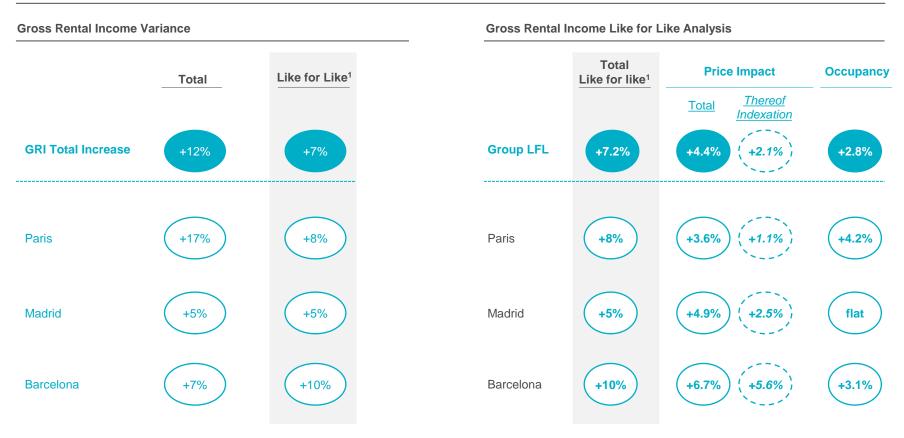


## **02** Financials – Double digit profit growth

+7% like for like in Gross Rental Income on the back of polarization

- > GRI of €262m +12% year on year, driven by Paris (+17%)
- > GRI Like-for-like increase of +7%, one of the highest in the sector
- > Like for like growth with strong pricing power component

#### GROSS RENTAL INCOME - €m

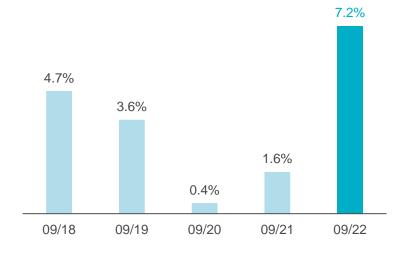


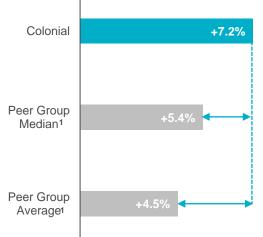
## 02 Financials – Double digit profit growth +7% like for like in Gross Rental Income

#### **GROUP GRI LIKE-FOR-LIKE GROWTH**

Highest like-for-like growth in the last 5 years

One of the highest LFL growth rates in the sector





Peer Group Office LFL Gross Rental Income growth, based on last reported 1) figures of 9 companies in Eurozone and UK

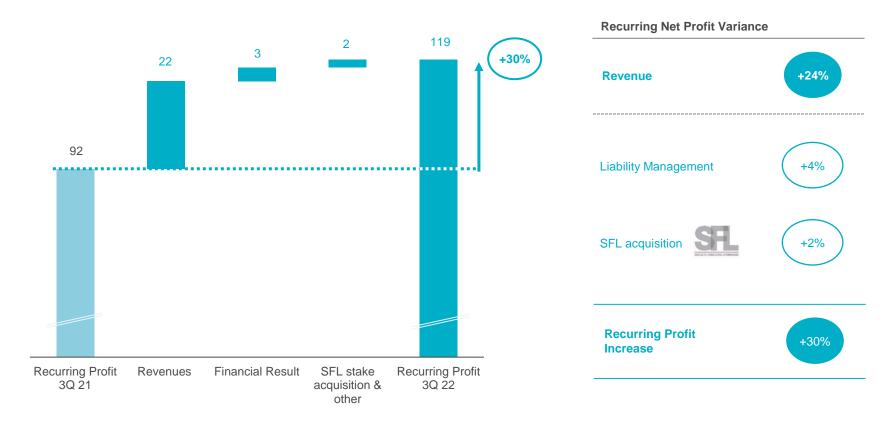
## 02 Financials – Double digit profit growth Profit Growth driven by solid execution of key drivers in 2021



## Solid increase in Recurring Net Profit: +30% vs Last Year

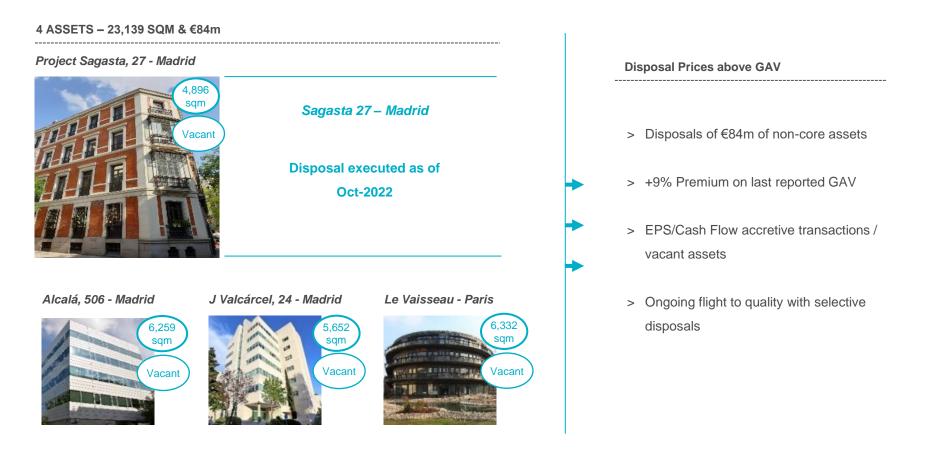
- > Strong growth in revenues with +24% profit impact
- > Improvement in financial costs due to liability management
- > Additional profit impact through SFL stake acquisition

#### 3Q 22 - Recurring Profit vs. Previous Year - €m



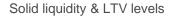
- 02 Financials Double digit profit growth Flight to quality through selective disposals
  - > €84m of secondary assets divested as of October 2022 YTD
  - > Total premium of +9% on last reported GAV

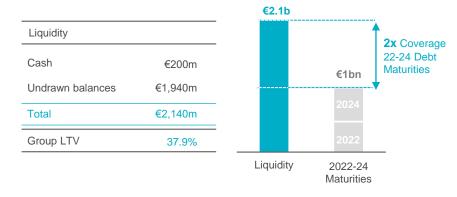
#### SUCCESSFUL EXECUTION ON DISPOSALS

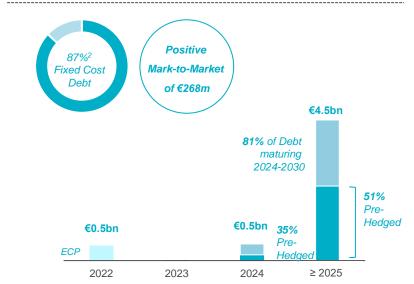


## 02 Financials – Double digit profit growth Solid Capital Structure with strong Hedging Profile





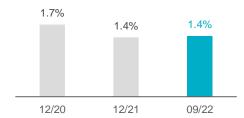








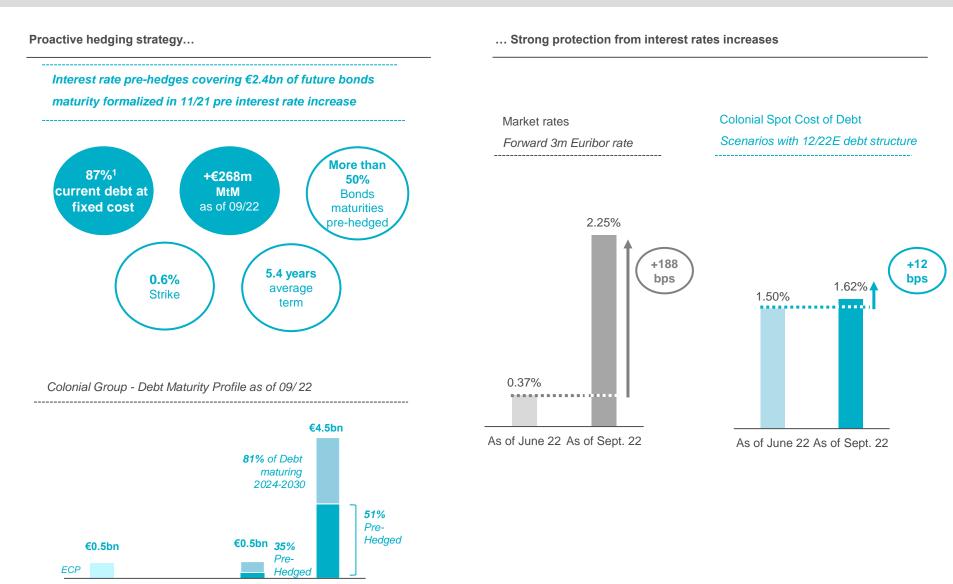
#### Competitive cost of debt1



<sup>1</sup> Excluding formalization costs accrued over the life of debt. . Including them, the financial cost amounted to 1.57%. Without considering the ECP program, the spot financial cost amounts to 1.56% (1.71% including the financing costs) <sup>2</sup> Fixed Cost debt = Debt at fixed cost / Net debt

## 02 Financials – Double digit profit growth Solid Capital Structure with strong Hedging Profile





<sup>1</sup> Fixed Cost debt = Debt at fixed cost / Net debt

2023

2024

≥ 2025

2022



Superior pricing power on the back of prime positioning

- 03 Operations Outperformance through polarization Office Markets with strong support for CBD
  - > Grade A assets scarce, especially in Paris
  - > Market Take-up with positive momentum in the 3 cities
  - > Letting concentrated in Grade A assets in CityCenter locations



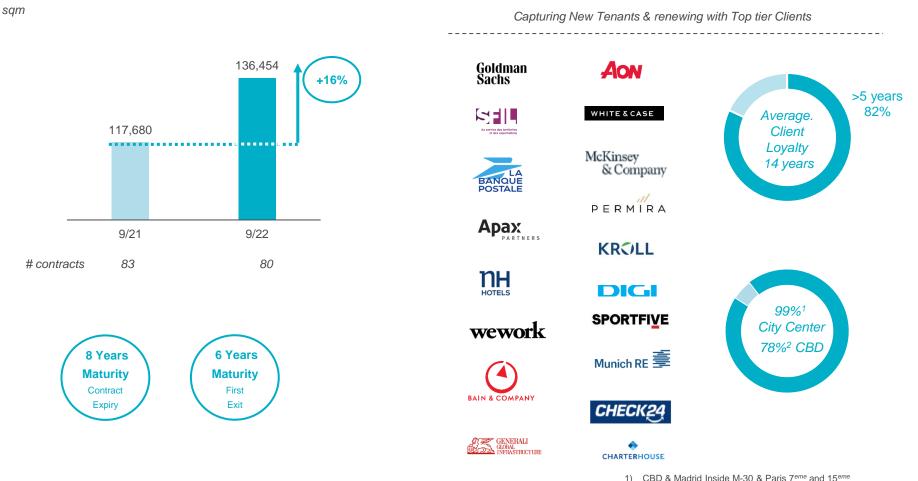
(1) Ile de France

Source: Cushman & Wakefield; CBRE; BNP

- 03 Operations Outperformance through polarization Superior performance on the back of high-quality product
  - > Colonial with strong letting activity, +16% on previous year
  - > Letting activity focused on CBD assets with high Sustainability Credentials
  - > Solid mix between renewals and new lettings

## STRONG LETTING WITH STRONG MATURITY PROFILE

#### TOP TIER CLIENTS – WITH PREFERENCE FOR PRIME ASSETS



CBD & Madrid Inside M-30 & Paris 7<sup>eme</sup> and 15<sup>eme</sup>
CBD includes 22@ in Barcelona

## 03 Operations – Outperformance through polarization Benefitting from polarization - Setting the benchmark in Prime





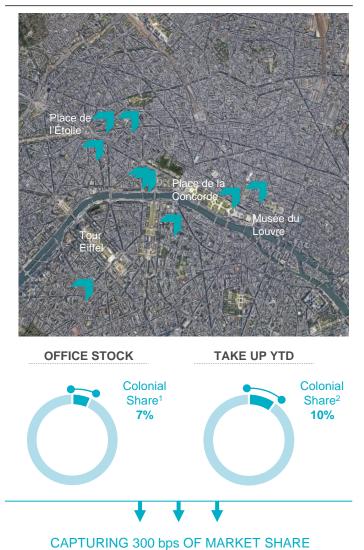
Capturing New Tenants & renewing with Top tier Clients



## 03 Operations – Outperformance through polarization Benefitting from polarization - Setting the benchmark in Prime



#### PARIS

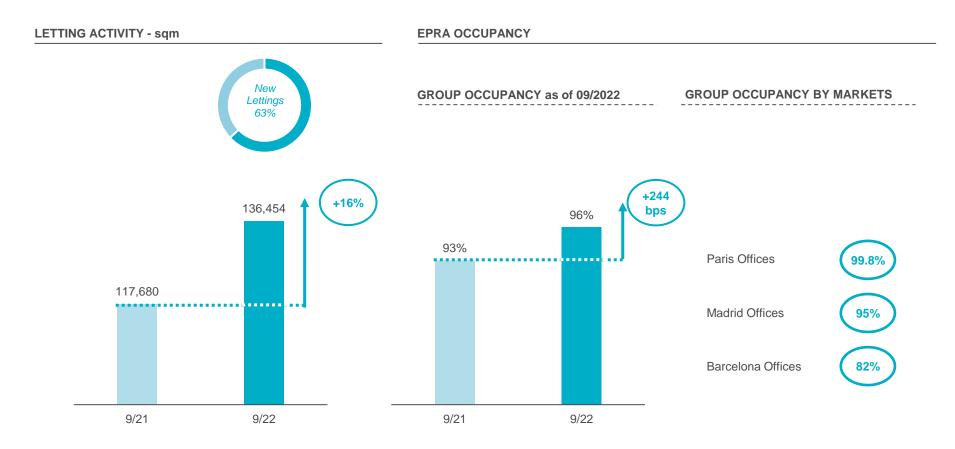


MADRID



(1) Market Share: Colonial Stock as a % of total CBD office stock (sqm)

(2) Share on take up: Colonial new lettings as a % of total office take up (sqm) Source: Cushman & Wakefield, CBRE: Immostat Strong Occupancy levels on the back of strong letting performance & high client loyalty



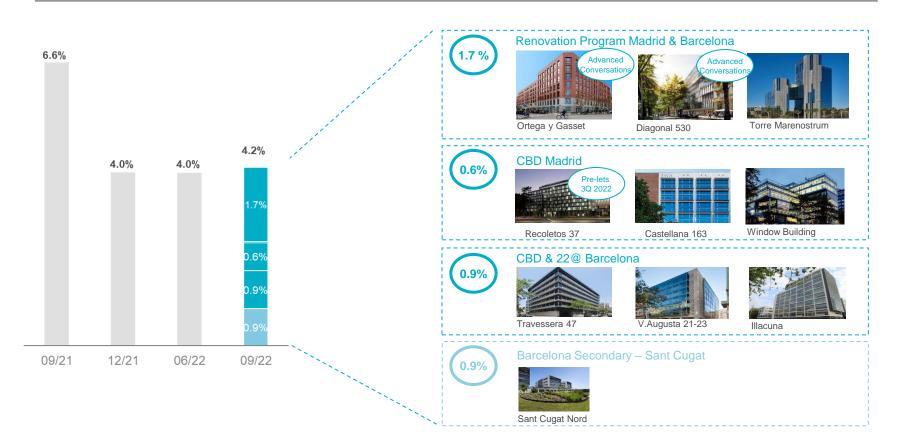


03 Operations – Outperformance through polarization Vacancy at healthy 4.2%: availability of top-quality product

4.2% of available high-quality space with solid letting prospects

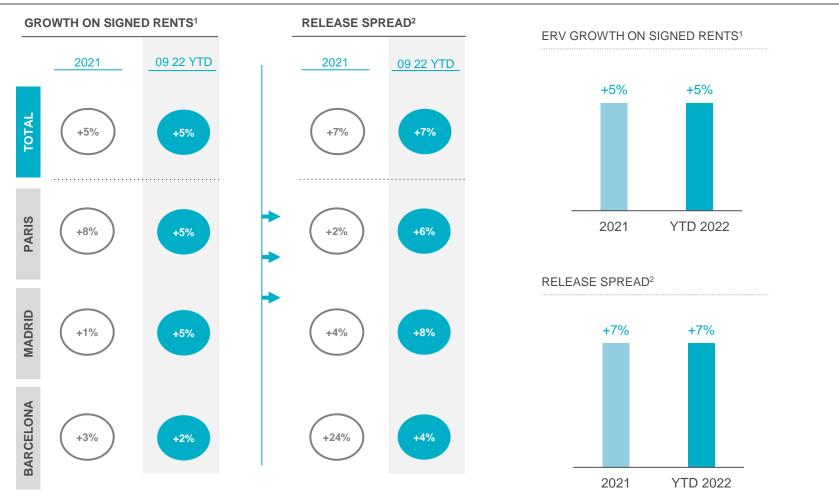
- > 1.7% renovation program assets in Madrid, Barcelona & Paris
- > 1.5% Grade A CBD premises in Barcelona & Madrid

#### **GROUP EPRA VACANCY - Offices**



- 03 Operations Outperformance through polarization Rental growth remains solid
  - > Solid Market Rental Growth of +5% driven by Madrid & Paris
  - > +7% release spread (+8% in Madrid & +6% Paris)

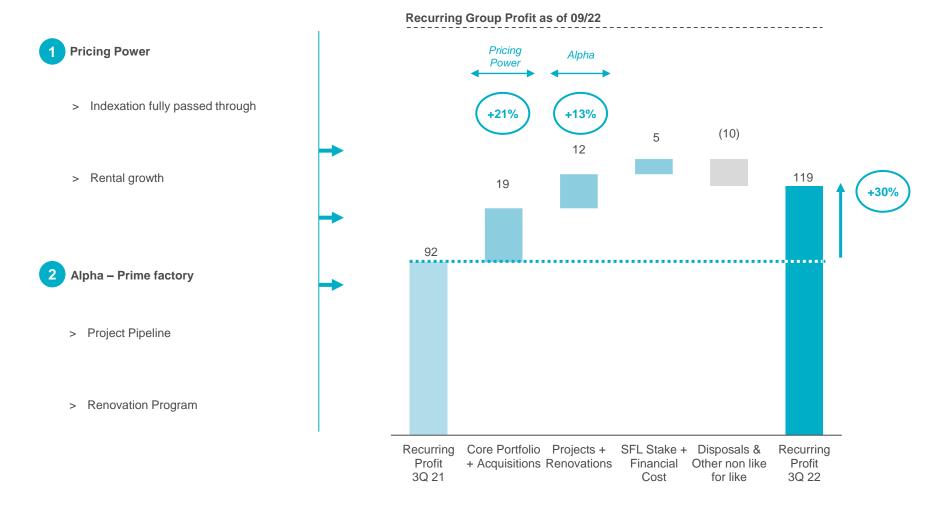
#### SOLID INCREASE IN RENTAL PRICES





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Pricing Power & Alpha driving superior revenue growth



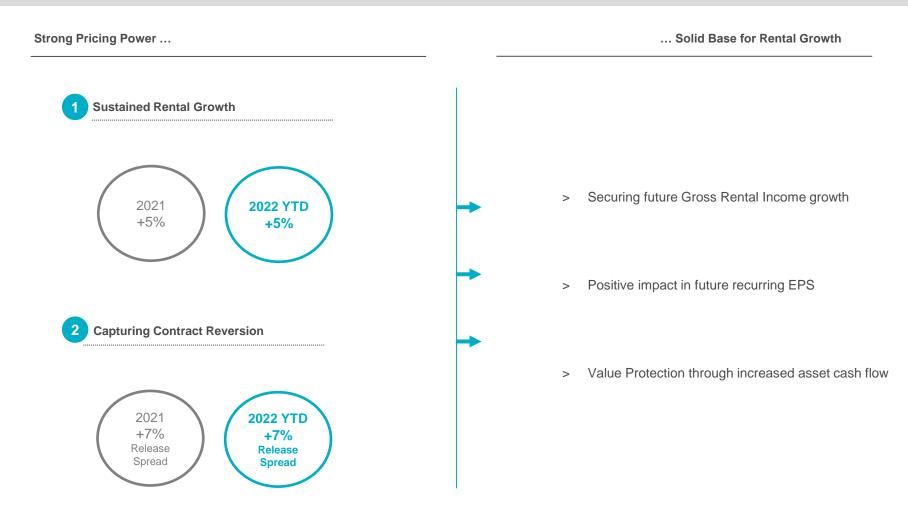
## 04 High visibility on further rental growth

Pricing Power – Indexation fully captured securing significant P/L GRI growth



# High visibility on further rental growth Pricing Power – Strong Rental Growth through Prime Positioning





# High visibility on further rental growth Alpha – Prime factory – Project pipeline with immediate impact in P&L



#### PROJECT PIPELINE ALMOST DELIVERED...

- > 7/8 assets almost fully pre -let
- > Yield on Cost Confirmed: 5/8 projects delivered
- > Remaining capex of €160m fully financed

Project	City	Surface (sqm)	Let / Pre let	Delivery
1 Diagonal 525	Barcelona CBD	5,706	<b>√</b> 100%	×
2 83 Marceau	Paris CBD	9,600	✓ 100%	✓
3 Velazquez 86D	Madrid CBD	16,318	✓ 86%	×
4 Miguel Angel 23	Madrid CBD	8,204	✓ 100%	✓ 10/22
5 Biome	Paris City Center	24,500	✓ 100%	✓ 11/22
6 Sagasta 27	Madrid CBD	4,896	✓ Sold	✓ Sold
7 Plaza Europa 34	Barcelona	14,306	High ✓ interest for 100%	1H 23
8 Louvre SaintHonoré	Paris CBD	16,000	<b>√ 100%</b>	2024
9 Méndez Alvaro Campus	Madrid CBD South	89,871	Marketing start 4Q 22	1H 24
CURRENT PIPELINE		189,401		

#### ... SIGNIFICANT FUTURE CASH FLOW SECURED

- > €54m of Gross Rents secured (67% of €81m full potential)
- > Substantial immediate P&L impact to come
- > Further Growth to be captured (€27m until full potential)



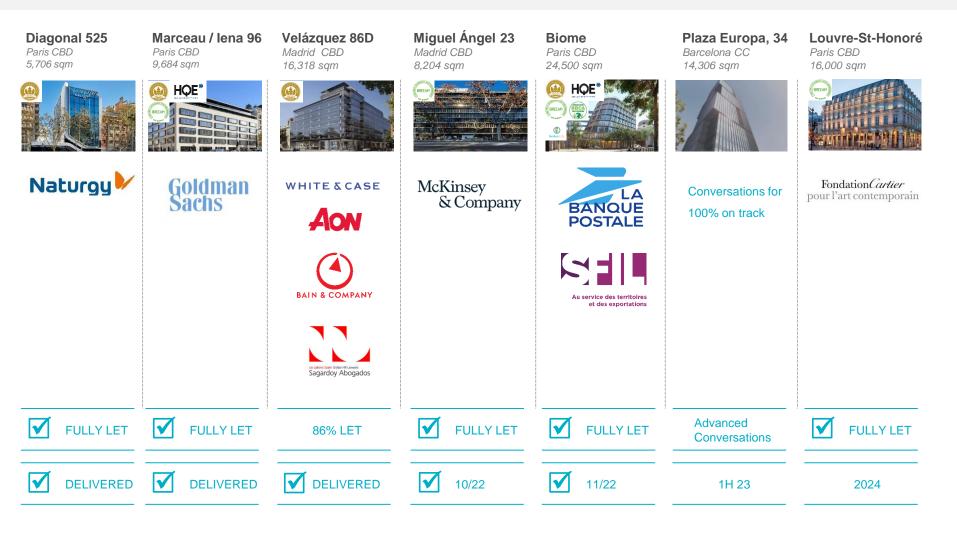
<sup>1</sup> 09/22 YTD GRI (9 months cumulative)

<sup>2</sup> Annualized topped-Up passing GRI as of 09/22

## 04 High visibility on further rental growth

2 Alpha – Prime factory – Project pipeline with immediate impact in P&L

- > 7/8 projects pre-let at market's maximum ERVs
- > Contracts signed with AAA tenants



## 04 High visibility on further rental growth 2) Alpha – Prime factory – Renovation program with immediate impact in P&L

Let /

Pre let

✓ 100%

✓ 100%

Delivery

1

✓

Surface

(sqm)

5,631

6,742

#### **RENOVATION PROGRAM ALMOST COMPLETED...**

> 8 out of 9 projects delivered

Project

1 103 Grenelle

2 Charles de Gaulle

2 Washington Plaza

6 Ortega & Gasset 100

8 Torre Marenostrum

TOTAL RENOVATION PROGRAM

3 Cezanne SH

7 Diagonal 530

9 Parc Glories II

4 Cedro

> 6 out of 8 delivered assets are almost fully let

City

Paris 7ème

**Paris Neuilly** 

Paris CBD

Paris CBD

Madrid CBD

> Only 1 project left to start in 2023

#### ... SIGNIFICANT FUTURE CASH FLOW SECURED

- > €36m of Gross Rents secured (76% of €47m full potential)
- > Substantial immediate P&L impact to come
- > Further Growth to be captured (€11m until full potential)



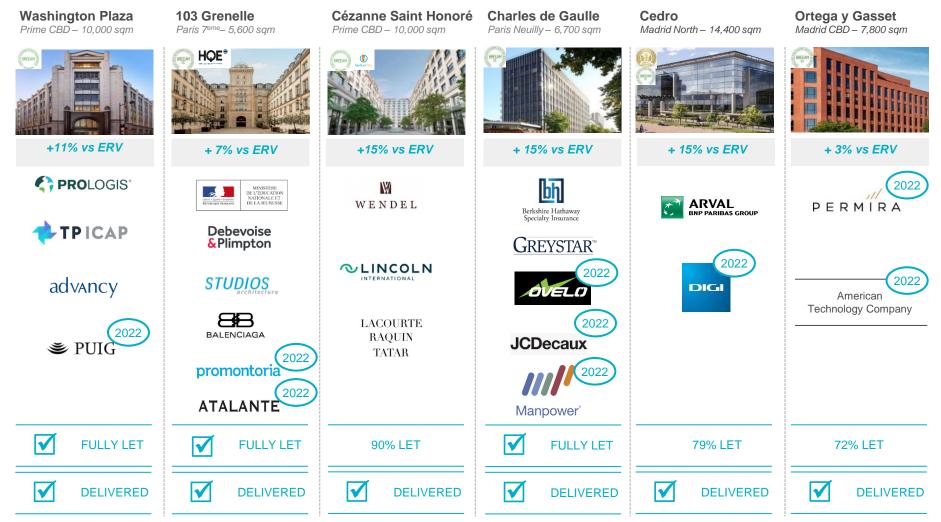
## 47 36 GRI to come 76% Secured YTD Secured/Passing **Full Potential** Annualised <sup>2</sup> Annualised <sup>2</sup>

## 04 High visibility on further rental growth

2 Alpha – Prime factory – Renovation program with immediate impact in P&L



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





Superior growth & returns through prime positioning

## 05 Conclusion Colonial well positioned



#### STRONG DELIVERY ON CASH FLOW

- > Gross Rental Income +12% (+17% Paris)
- > Gross Rental Income like-for-like of +7%
- > Recurring EPS +23% YoY
- > Strong operations securing additional cash flow

## COLONIAL WELL POSITIONED TO PLAY THE CYCLE

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

- 1 Strong Pricing Power
  - > Indexation fully passed through
  - > Strong rental growth ongoing
- 2 Alpha Prime Factory
  - > Renovation Program Strong GRI growth
  - > Project Pipeline Significant GRI growth 23

## OUTLOOK

- > 2022 recurring EPS beating the upper range of guidance
- > PanEuropean Prime CBD assets outperforming the market

Appendices

# Q&A

....

Solid profitability with enhanced quality

- > Group Net Profit of €398m, +116% YoY
- > Recurring Earnings of €119m, +30% YoY
- > EPRA EPS of €22.11/share; +23% YoY

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

Profit & Loss Account		
Results analysis - €m	3Q 22	3Q 21
Gross Rents	262	234
Recurring EBITDA	207	186
Recurring financial result	(58)	(62)
Income tax expense & others - recurring	(9)	(9)
Minority interests - recurring	(21)	(23)
Recurring Earnings	119	92
Change in fair value of assets & provisions	315	146
Non-recurring financial result & MTM	(3)	(30)
Income tax & others - non-recurring	2	(15)
Minority interests - non-recurring	(35)	(9)
Profit attributable to the Group	398	184
Recurring Earnings - €m	119	92
Nosh (mm)	539.6	513.6
EPS recurring - Cts€/share	22.11	17.91





Superior performance on the back of high-quality prime product





(1) Rental prices signed vs previous rents

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

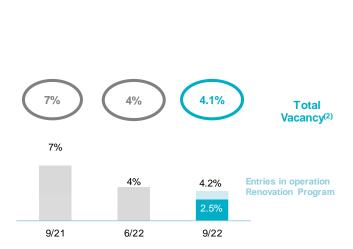
(3) Financial vacancy calculated according to EPRA methodology - Office Portfolio

Vacancy at very healthy levels in every segment

- > Office portfolio vacancy stable at a healthy 4.2% level (2.5% excluding Torre Marenostrum & Ortega y Gasset)
- > 1.7% renovation program assets in Madrid, Barcelona & Paris
- > Outstanding Paris at 0.2% vacancy in the office portfolio

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







## APPENDICES Rental growth remains solid

- > Solid ERV YTD growth of +5% driven by Madrid & Paris
- > +7% release spread YTD (+8% in Madrid & +6% Paris)

#### **GROWTH ON SIGNED RENTS<sup>1</sup> RELEASE SPREAD<sup>2</sup>** TOTAL TOTAL 1Q 22 2Q 22 **YTD 22** 2021 1Q 22 2Q 22 2021 3Q 22 **YTD 22** 3Q 22 TOTAL +5% +7% +5% +4% +6% +4% +7% +9% +6% +3% PARIS +8% +4% +6% +4% +5% +2% +6% +9% +6% n.a. MADRID +8% +1% +4% +7% +4% +5% +4% +9% +3% +6% BARCELONA (2.5%) +24% +21% +4% +3% +3% +5% +6% +0% +2% +3.3%3

#### SOLID INCREASE IN RENTAL PRICES

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

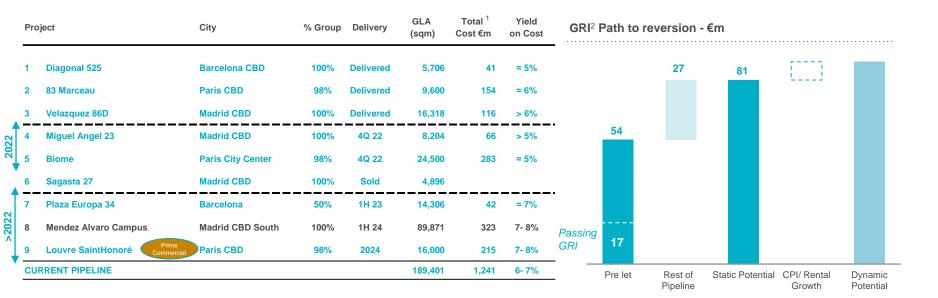
(2) Signed rents vs previous contracts (renewals)

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



Project pipeline - GRI reversionary potential going forward

- > More than €80m of additional rents to flow into the recurring P/L
- > €54m 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

<sup>2</sup> Annualized topped-Up passing GRI as of 09/22

<sup>3</sup> Pending Capex as of 09/22

Pending Capex <sup>3</sup> - €m	
2022	42-47
2023	79-84
2024	39-44
Total Pending Capex	160-175
Thereof Spain	128-136
Thereof France	32-39



Project pipeline - significant value creation potential going forward



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

	Pro	vject	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%	Delivered	16,318	116	> 6%	2.0
ส	4	Miguel Angel 23	Madrid CBD	100%	4Q 22	8,204	66	> 5%	1.7
2022	5	Biome	Paris City Center	98%	4Q 22	24,500	283	≈ 5%	1.3
	6	Sagasta 27	Madrid CBD	100%	Sold	4,896			
7	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%	
ľ	CUI	RRENT PIPELINE				189,401	1,241	6- 7%	Total cost <sup>1</sup> Current value Current value Current value Stabilized
									12/20 <sup>-2</sup> 12/21 <sup>-3</sup> 06/22 <sup>-4</sup> Value <sup>5</sup>



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 (last appraisal) + Pending Capex as of 06/22
- 5 Stabilized rent capitalized at estimated exit yield

Significant value creation potential

5 Projects already delivered

Delivery well balanced

3 Projects in 2023/24

>

>

Future Value Creation

Investment markets for prime product remain active

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

	Asset	Area	Price	GLA	Cap. Value
PARIS	150, Champs-Élysées (3Q 2022)	CBD	€600m	18,000 sqm	€33,333/sqm
	2 Place Rio (2Q 2022)	CBD	€282m	8,676 sqm	€32,570/sqm
	Portefeuille Dray (3Q 2022)	CBD	€900m	29,700 sqm	€32,260/sqm
	SKY (1Q 2022)	CBD	€108m	3,500 sqm	€30,928/sqm
	61 rue des belles feuilles (3Q 2022)	s CBD	€317m	11,170 sqm	€28,380/sqm
	14 EYLAU (3Q 2022)	CBD	€100m	3,630 sqm	€27,000/sqm

## 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

	Asset	Area	Price	GLA	Cap. Value
	Castellana 51 (3Q 2022)	CBD	€239m	18,700m	€12,750/sqm
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
NA	Step Up (2Q 2022)	22@	€35m	4,500 sqm	€7,777/sqm
BARCELONA	Sancho de Ávila 10 (2Q 2022)	5 22@	€18m	2,500 sqm	€7,200/sqm
	Antic de Valencia (2Q 2022)	22@	€65m	10,010 sqm	€6,493/sqm

## APPENDICES A solid capital structure

- > Long-term financing profile with extended debt maturities
- > LTV of 37.9% with a liquidity of €2,140m
- > A solid financial structure with competitive financing costs

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

Maturity profile of debt facilities - €bn



A Solid Financial Structure		
	<u>31/12/2021</u>	30/09/2022
Net Debt	€4,716m	€5,356m
LTV	35.8%	37.9%
Drawn Facilities	€0m	€350m
Unutilized Facilities	<u>€2,140m</u>	<u>€1,940m</u>
Total Facilities	€2,140m	€2,290m
Cash	<u>€219m</u>	<u>€200m</u>
Liquidity	€2,359m	€2,140m
Debt Maturity Group	5.2 years	4.7 years
Non-Mortgage debt	98%	99%
Cost of Debt Group	1.40% <sup>1</sup>	1.42% <sup>1</sup>



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