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#### RELEVANT INFORMATION ("OTRA INFORMACIÓN RELEVANTE")

Following the Relevant Information published on the 9th of November 2022, with the registered number 19129, Colonial publishes the documentation to support the presentation to analysts and investors corresponding to the Third Quarter Results of 2022 that will be held today, Wednesday 16th of November 2022 at 6:30 PM (CET) through webcast.

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Spain: +34911140101 PIN: 14505393#

France: +33170710159 PIN: 14505393#

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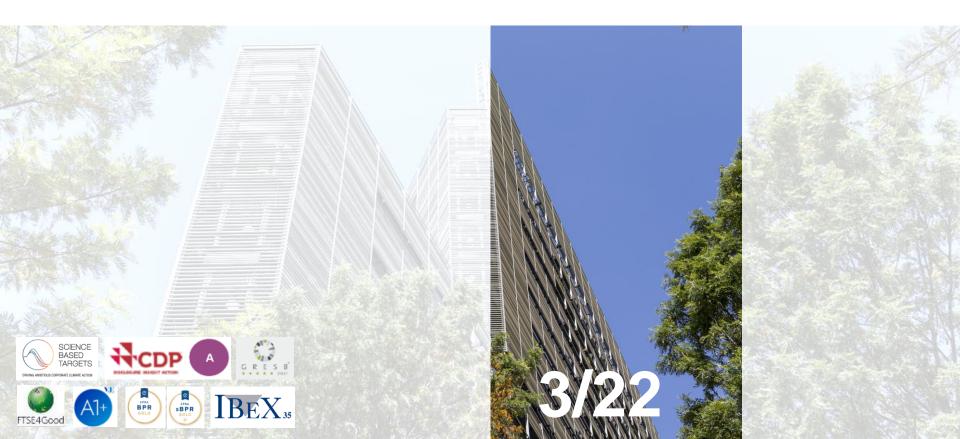
In addition, the presentation will be available on the website of the company.

In Madrid, November 16th, 2022

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



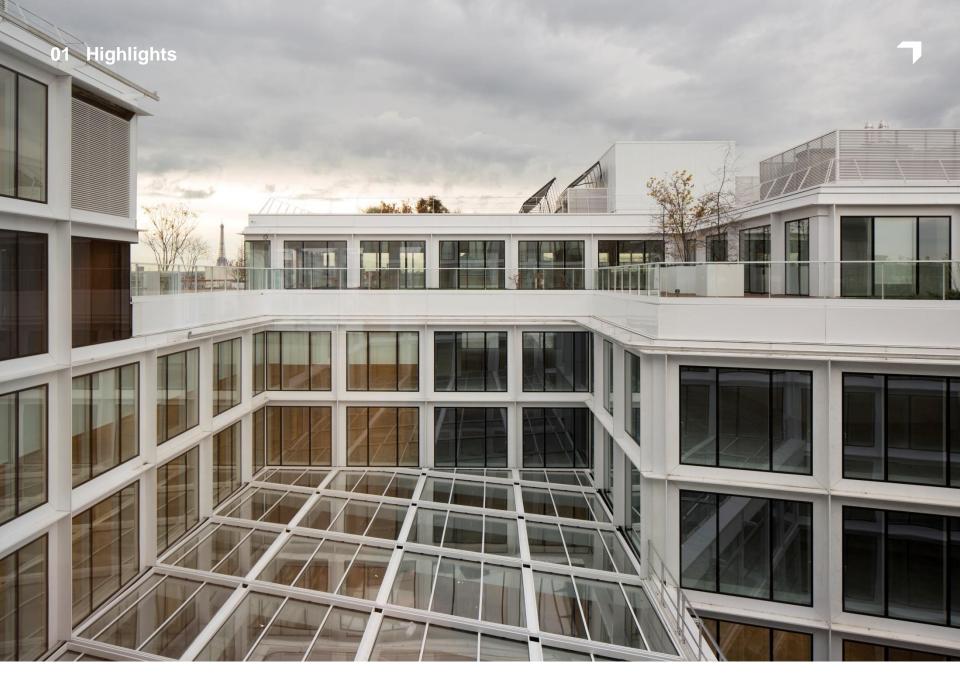
Pere Viñolas Chief Executive Officer



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

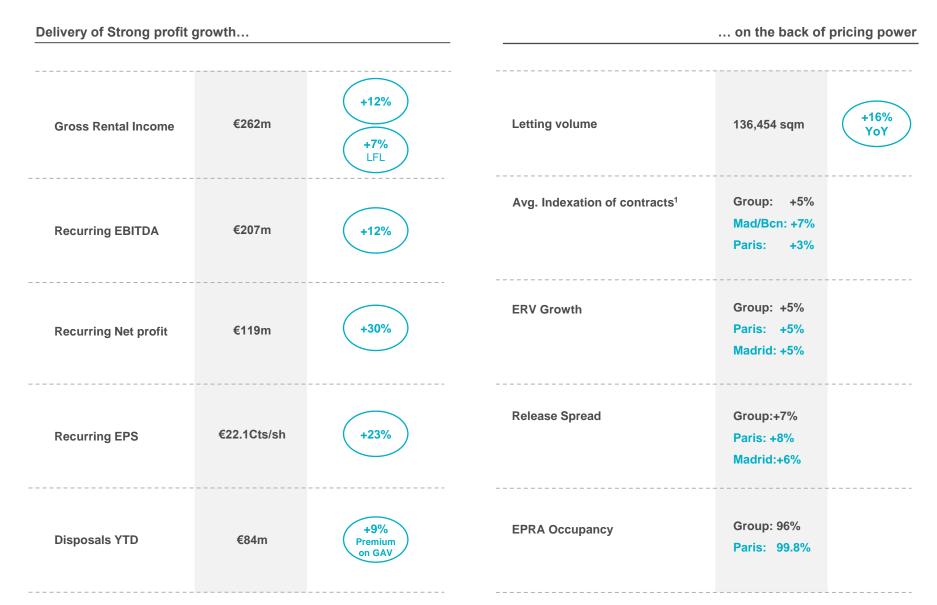
- 2) CBD includes 22@ in Barcelona
- 3) Portfolio in operation

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#### **01** Highlights

## Strong Profit Growth Driven by Strong Operations





02 Financials - Double digit profit growth

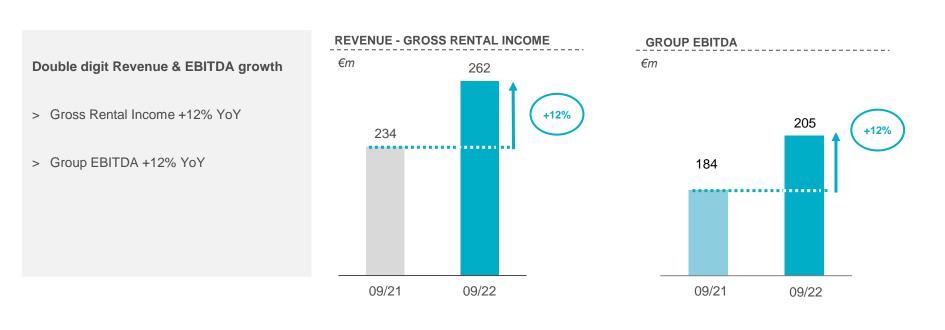
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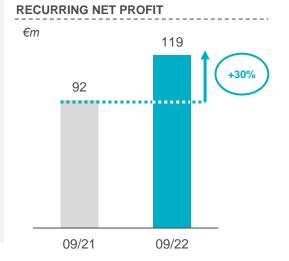
Top-line driving double digit profit growth

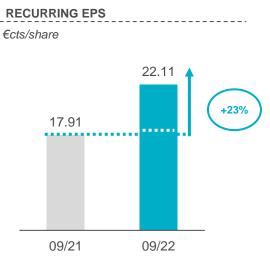
## 02 Financials – Double digit profit growth Strong profitable growth on all metrics



Significant increase in Earnings

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



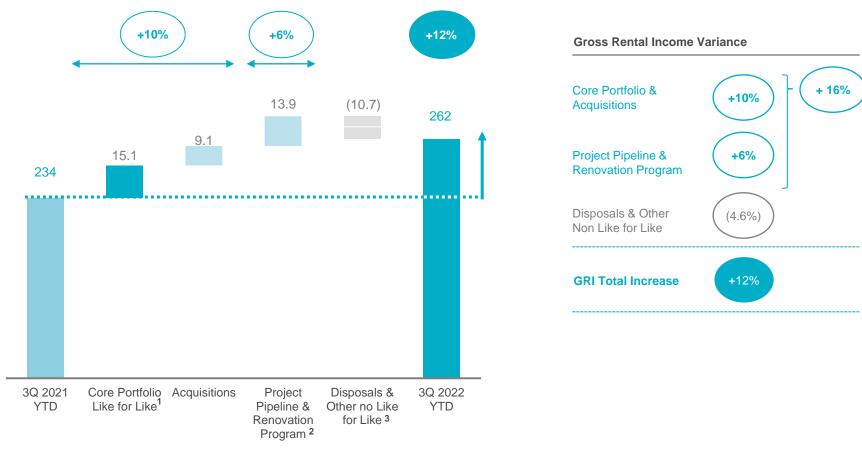


## 02 Financials – Double digit profit growth +12% Gross Rental Income YoY Increase

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

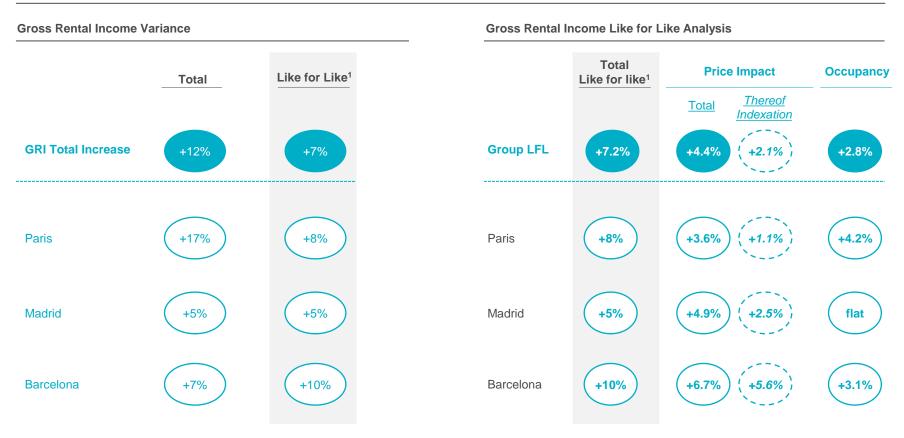


## **02** Financials – Double digit profit growth

+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

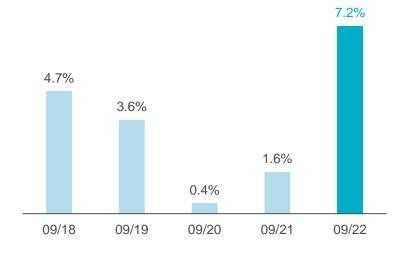


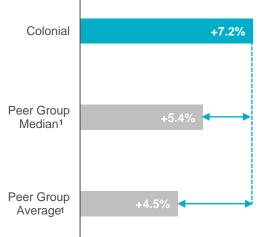
## **02** Financials – Double digit profit growth +7% like for like in Gross Rental Income

#### **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

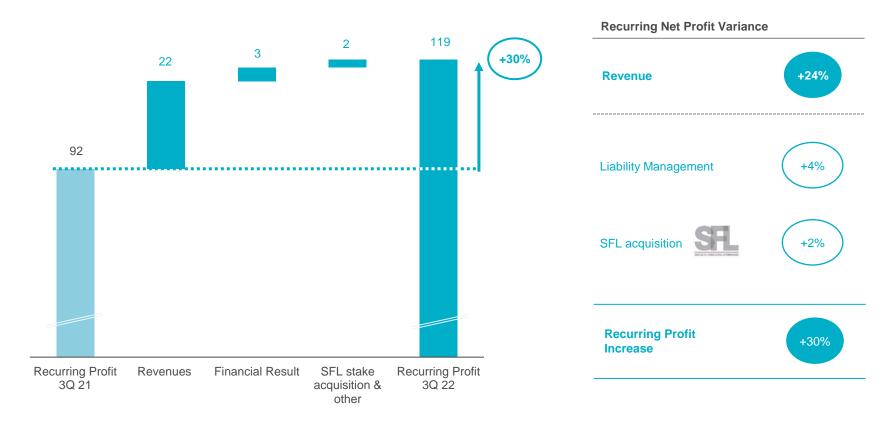
## 02 Financials – Double digit profit growth Profit Growth driven by solid execution of key drivers in 2021



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

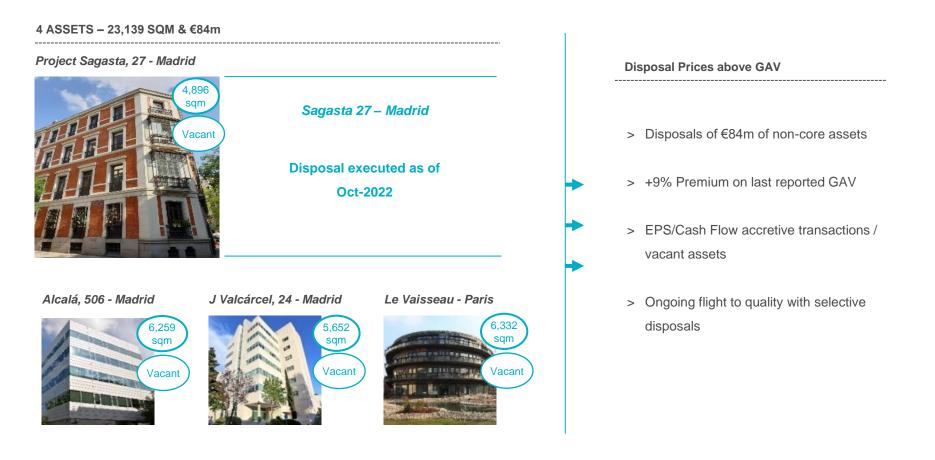
- > Strong growth in revenues with +24% profit impact
- > Improvement in financial costs due to liability management
- > Additional profit impact through SFL stake acquisition

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



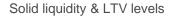
- 02 Financials Double digit profit growth Flight to quality through selective disposals
  - > €84m of secondary assets divested as of October 2022 YTD
  - > Total premium of +9% on last reported GAV

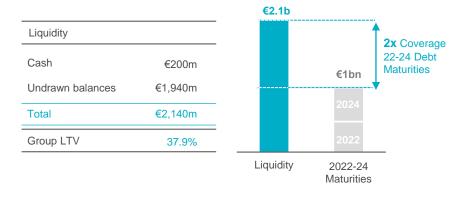
#### SUCCESSFUL EXECUTION ON DISPOSALS

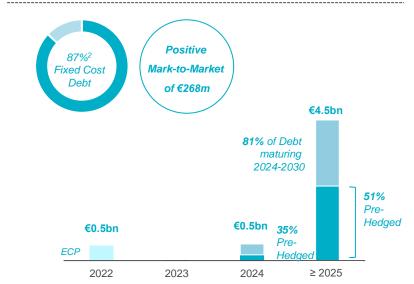


## 02 Financials – Double digit profit growth Solid Capital Structure with strong Hedging Profile





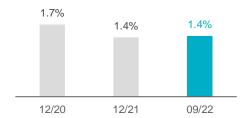








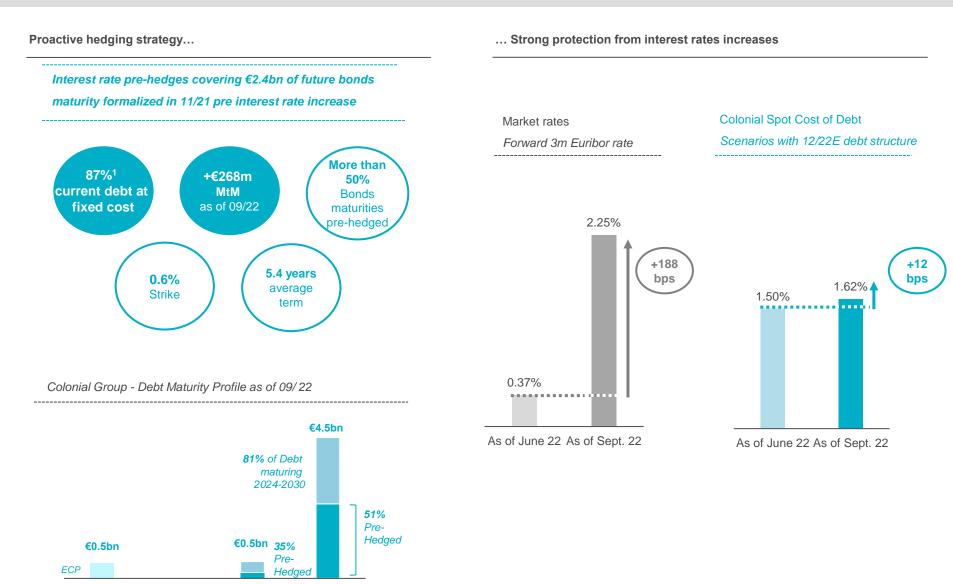
#### Competitive cost of debt1



<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



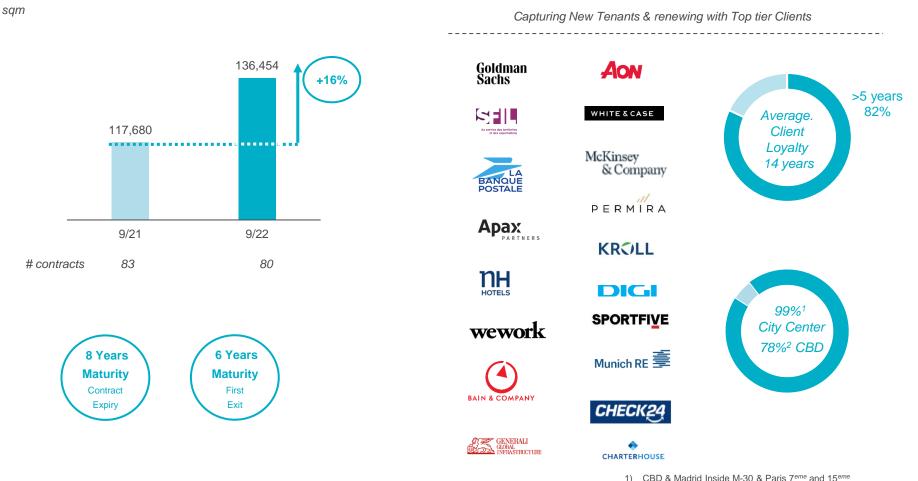
(1) Ile de France

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





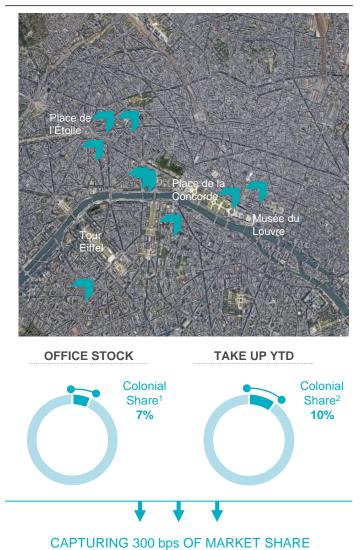
Capturing New Tenants & renewing with Top tier Clients



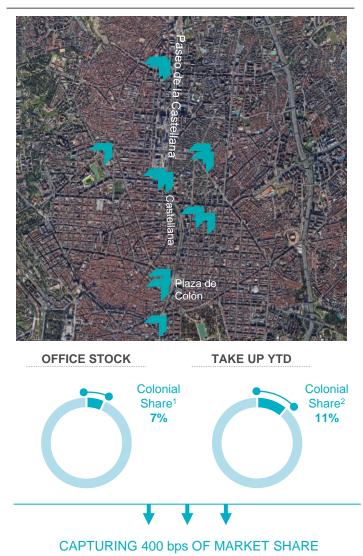
## 03 Operations – Outperformance through polarization Benefitting from polarization - Setting the benchmark in Prime



#### PARIS

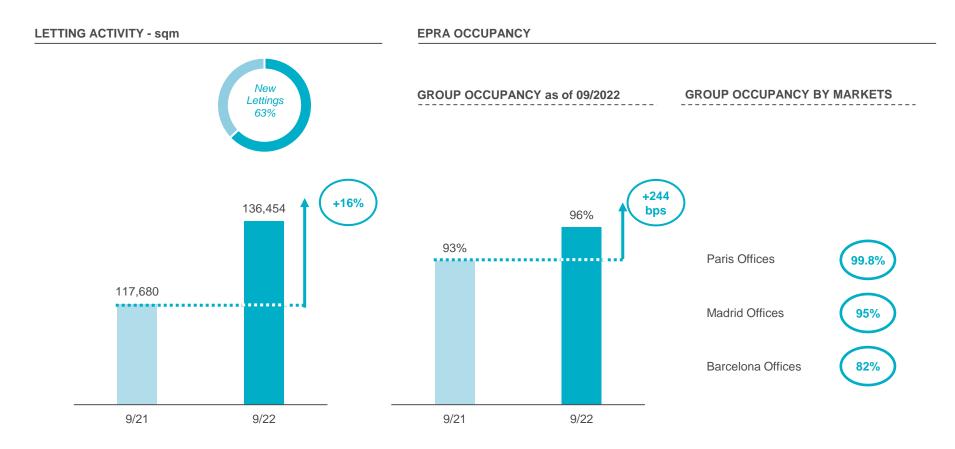


MADRID



(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



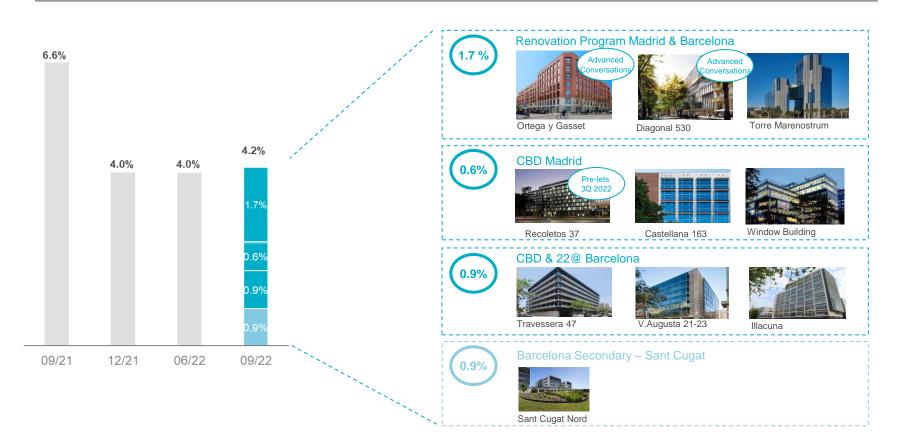


03 Operations – Outperformance through polarization Vacancy at healthy 4.2%: availability of top-quality product

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

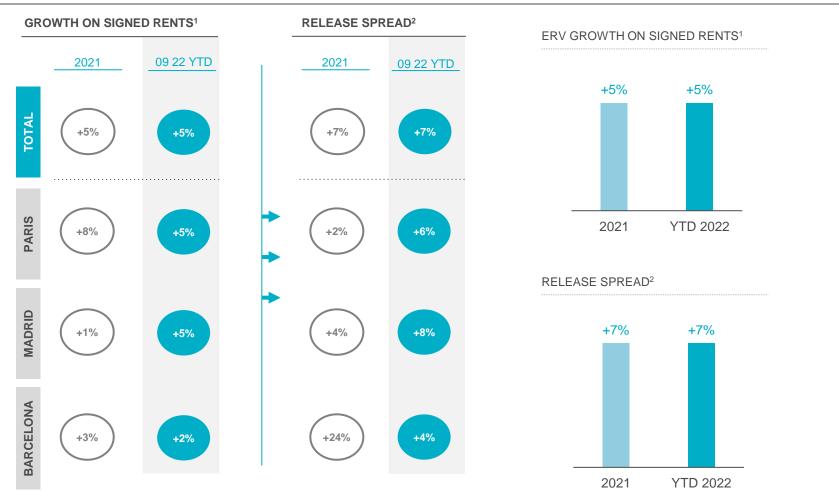
- > 1.7% renovation program assets in Madrid, Barcelona & Paris
- > 1.5% Grade A CBD premises in Barcelona & Madrid

#### **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)

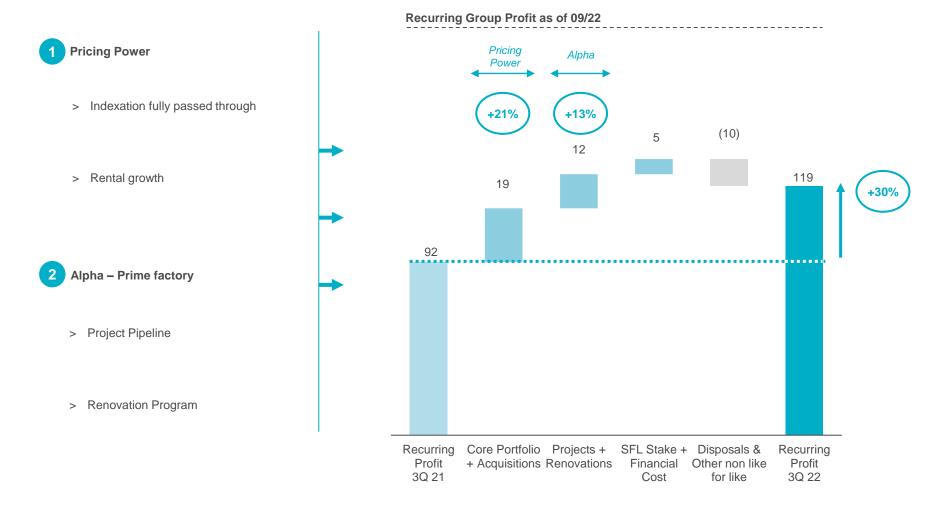
#### SOLID INCREASE IN RENTAL PRICES





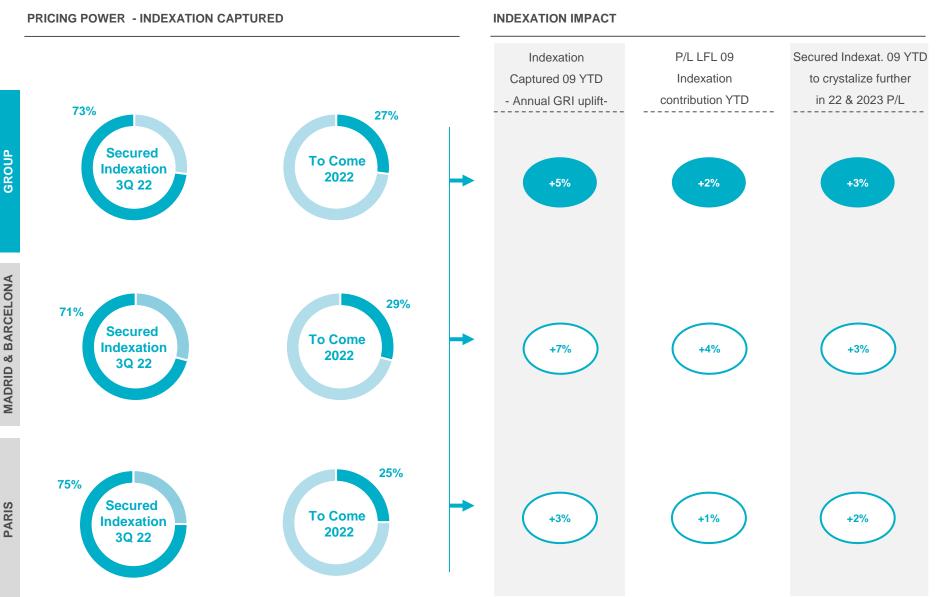
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Pricing Power & Alpha driving superior revenue growth



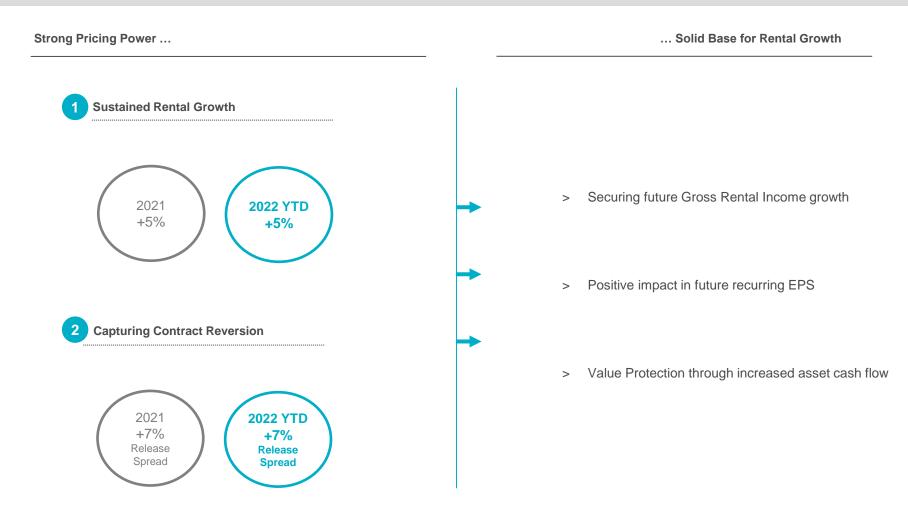
## 04 High visibility on further rental growth

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)



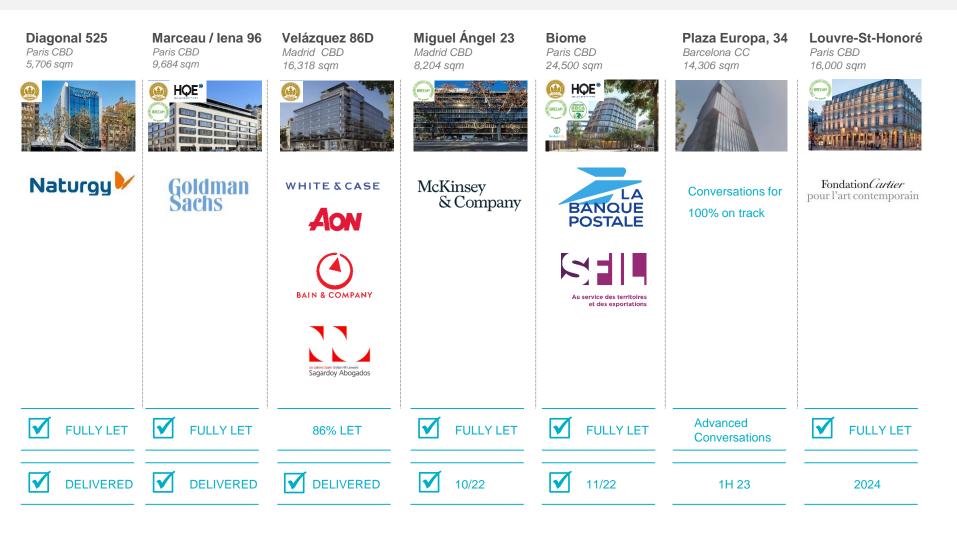
<sup>1</sup> 09/22 YTD GRI (9 months cumulative)

<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)



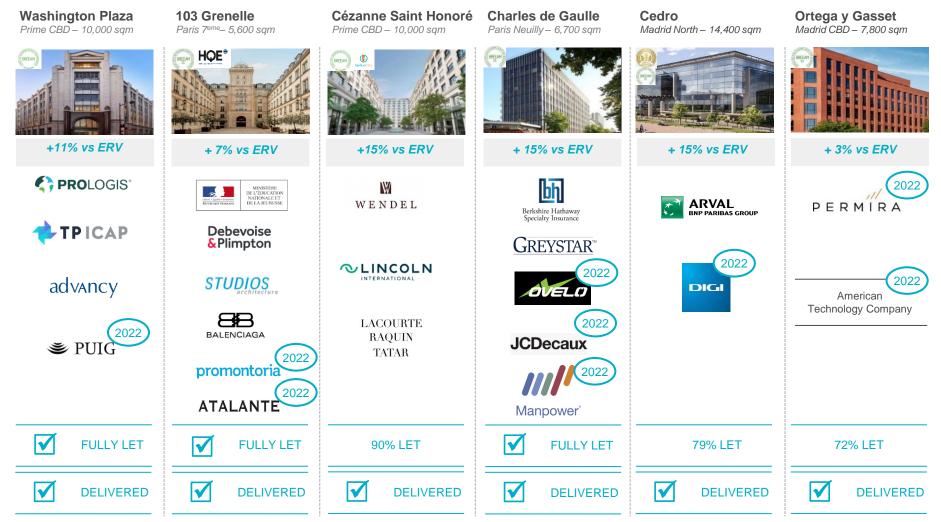
## 47 36 GRI to come 76% Secured YTD Secured/Passing **Full Potential** Annualised <sup>2</sup> Annualised <sup>2</sup>

## 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

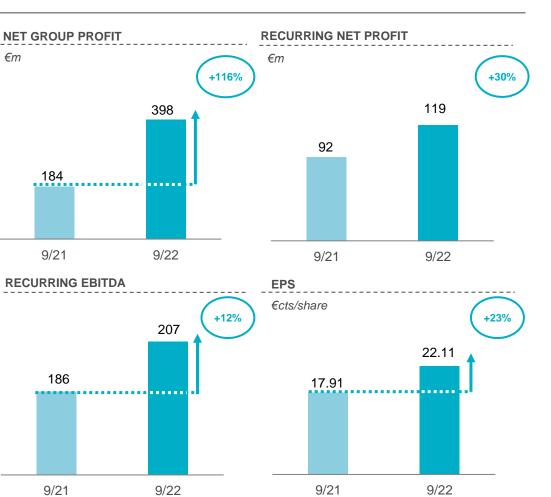
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Solid profitability with enhanced quality

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

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

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)

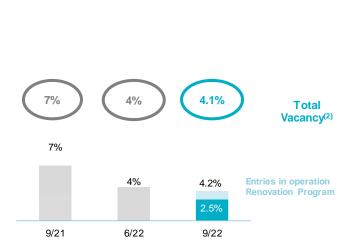
(3) Financial vacancy calculated according to EPRA methodology - Office Portfolio

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)

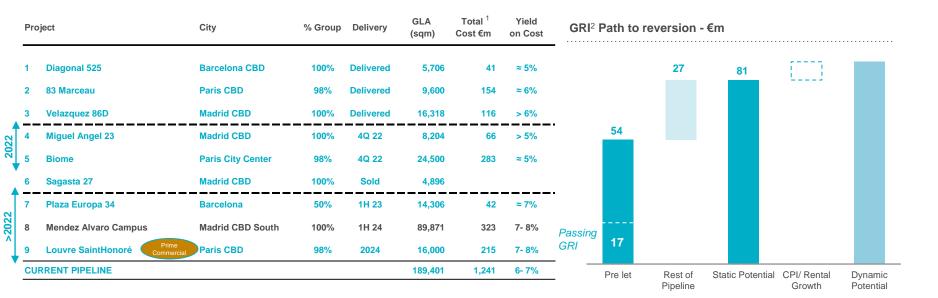
(2) Signed rents vs previous contracts (renewals)

(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			
>2022	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)		€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

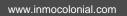


A Solid Financial Structure		
	<u>31/12/2021</u>	30/09/2022
Net Debt	€4,716m	€5,356m
LTV	35.8%	37.9%
Drawn Facilities	€0m	€350m
Unutilized Facilities	<u>€2,140m</u>	<u>€1,940m</u>
Total Facilities	€2,140m	€2,290m
Cash	<u>€219m</u>	<u>€200m</u>
Liquidity	€2,359m	€2,140m
Debt Maturity Group	5.2 years	4.7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



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