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# Agenda

01

Highlights

02

Financial Performance

03

Portfolio Management

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Future Growth



# Our Strategic Positioning is set to deliver earnings and value growth

Prime Asset Class delivers strong rental growth through superior pricing power

#### The Prime Asset Class delivers superior growth

- Pricing power on the back of Prime CBD locations with strong connectivity, large efficient floor plates and amenities
- We attract the best clients and capture above average
   rental growth with our skills and capabilities
- Strong earnings growth on the back of a multi-layer growth platform



- Portfolio Valuation: Includes CBD and City Centre assets
- Earnings CAGR between 2021 2024

Colonial to continue serving its clients' needs through
Urban Transformation

#### Colonial product evolves with its environment

- Cities are evolving with new uses and regulations
- Top clients require specific asset characteristics and willing to pay above market rents
- New urban ecosystems to work & live & play enhanced urban life-style experiences in attractive European cities
- Colonial has the team and the flexibility to determine best use of asset to maximize value
- Optionality to create additional value through Urban Transformation projects in mixed-use approaches

Capital allocation of more than €1 bn into urban transformation themes



#### Our view on our markets for 2025

#### - Further Polarization -

Demand for high quality working environments increasing

- Increase in office-based employment, and higher and more stable office attendance rates
- Global tenants are encouraging employees back to the office
- Growing need for companies to provide high-quality working environments
- Well-located buildings continue to support further uplift in prime rents

Global companies enhancing back-to-office strategy

























#### - Office supply is shrinking -

European housing shortage is reducing city center office stock

**Paris -** new PLUb<sup>1</sup> to convert 821 assets into residential post refurbishment

- 276 office assets affected inside City Centre,
- 170 office assets in core CBD (8<sup>eme</sup> Arr.)

Madrid - Living needs are driving office asset converson into residential

- 280.000 sqm of office stock inside M30 allocated to be converted into residential in 2024
- More than €1bn in assets transacted for conversion to other uses

#### - Spain with strong growth -

Madrid and Barcelona economies are leading European growth

- Spain as leading European economy on GDP growth
- Spain GDP 2024 per capita growing more than +5.4%
- Office based employment to continue growing more than +2% annually
- Madrid and Barcelona attracting companies of growth industries
- Accelerating needs for urban products: Life Science & Innovation, Healthcare, Student Housing, Living

GDP growth in Spain vs Western Europe
6.2%





# Outstanding operating results with asset values stabilizing

Sustained

Cash Flow Growth

Gross Rental Income

€391m | +6% LfL

**EPRA Earnings** 

€193m | +12%

**EPRA EPS** 

€33.0 cts | Beating upper range of guidance

Operational

Outperformance

Rental Growth<sup>1</sup>

**+5%** YoY

+6% in Paris YoY

Release Spread<sup>2</sup>

+8% Group YoY +20% in Paris YoY

Occupancy

95% 97% I fl

**Asset Values** 

**Bottoming Out** 

Gross Asset Value €11.6bn| +2.8% LfL

**Net Tangible Assets** €6.0bn

**Net Tangible Assets** €9.62/sh.

Solid Capital

Structure

Strong Credit rating S&P BBB+ Moody's Baa1 Loan To Value 36%4 (350bps) YoY

**Financial Cost** 1.70%

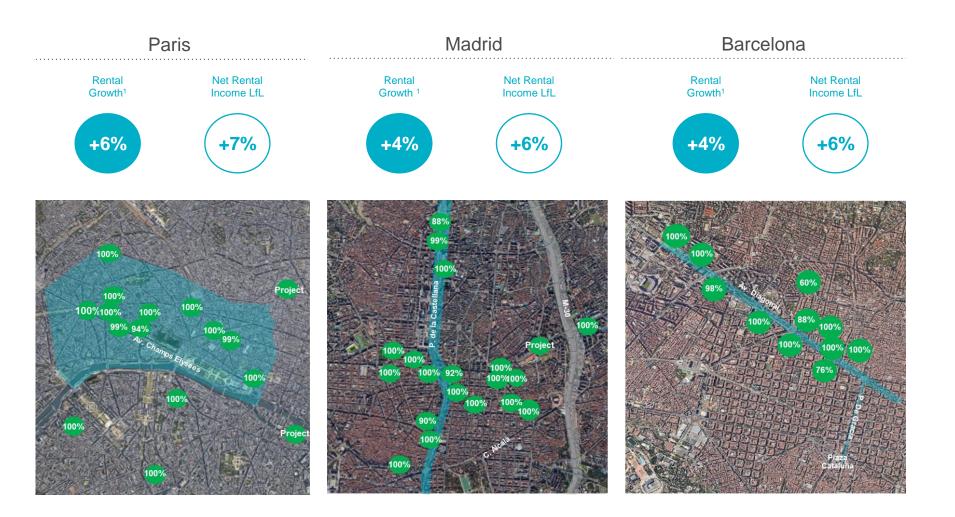
ERV Growth for Colonial commercial effort .Signed rents vs 12/23 ERV (new lettings, renewals & relet).

Signed rents vs. previous contracts in re-let spaces

NTA variance excluding impact of capital increase

EPRA LTV stands at 43.7%

# The Best Prime Product delivers outperformance on occupancy & rental growth



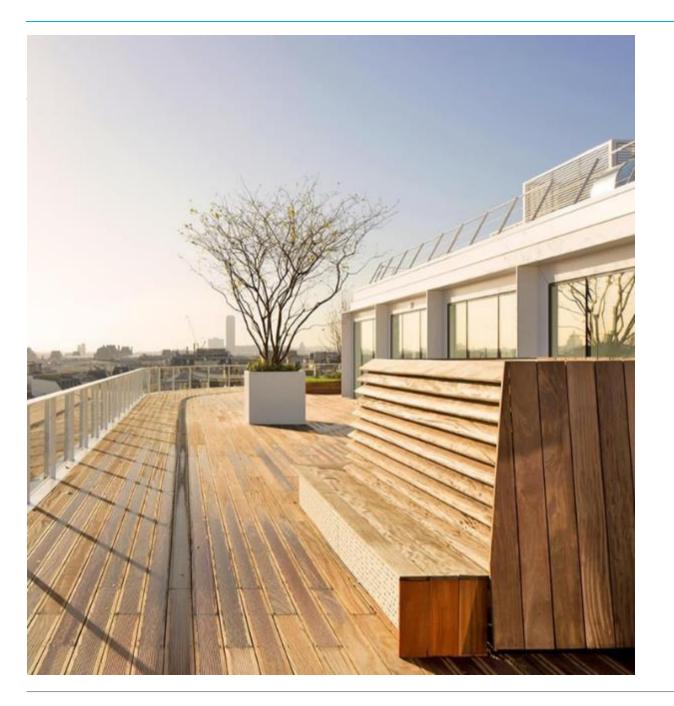
ERV Growth for Colonial letting performance. Signed rents vs 12/23 ERV (new lettings, renewals & relet)

# Return to growth in asset values on the back of a prime portfolio



<sup>1)</sup> Gross Asset Value Like for Like growth year-over-year

Colonial office portfolio in Operation, Capital values as of 2H24



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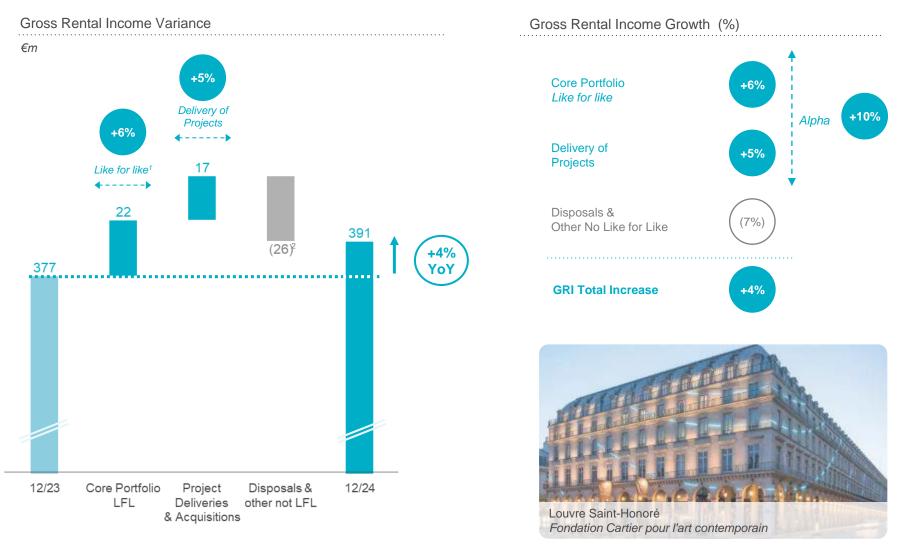
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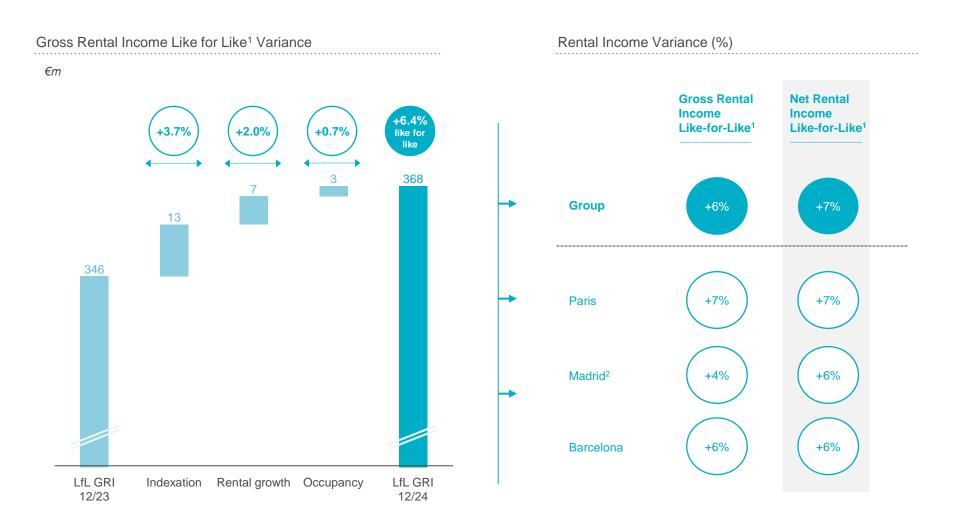
# Gross rental income growth on the back of core portfolio & project deliveries



<sup>1)</sup> Like-for-like calculated following EPRA BPR recommendations

<sup>2)</sup> Includes Disposals, Santa Hortensia & Haussmann entries into refurbishment as well as other non like for like assets

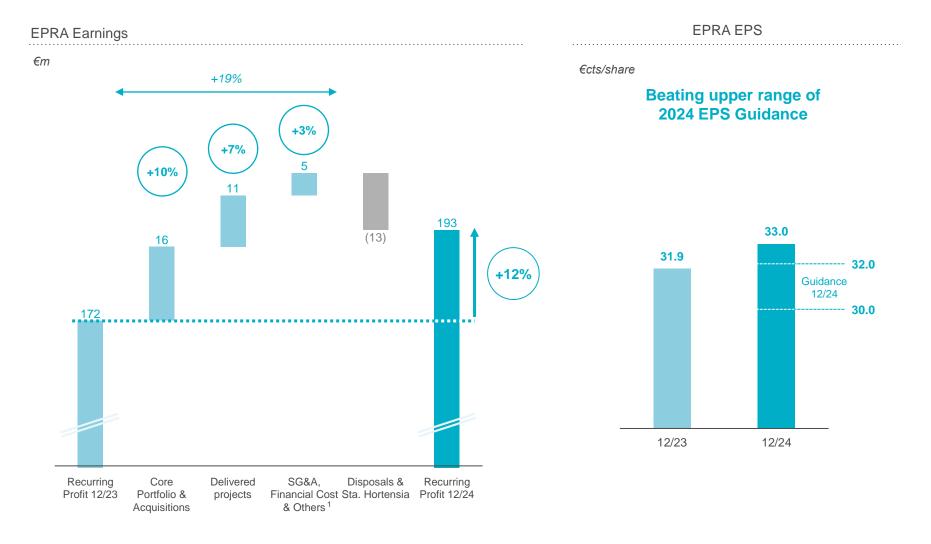
# Superior pricing power across markets driving solid rental income growth



<sup>1)</sup> Like-for-like calculated following EPRA BPR recommendations

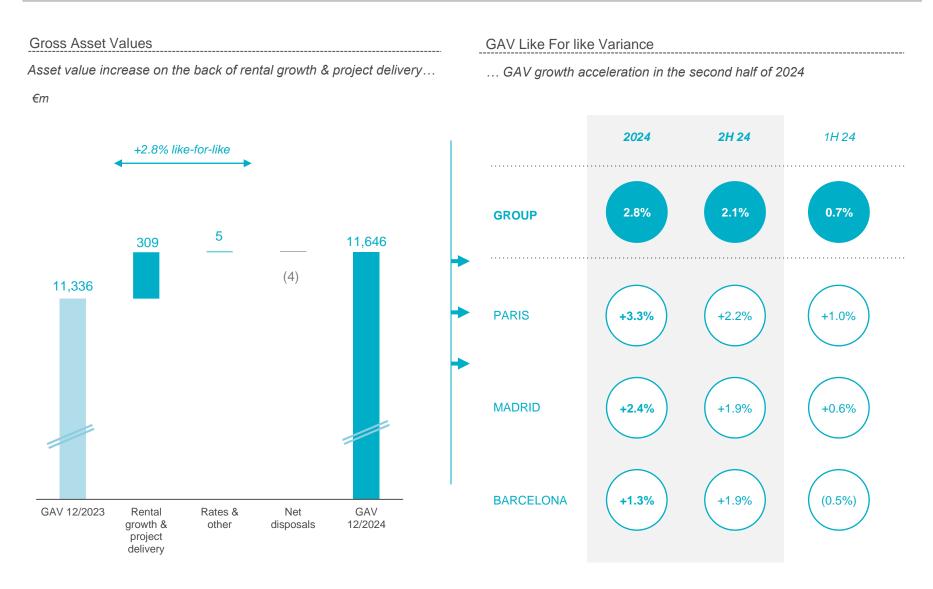
<sup>2)</sup> Includes rental income from residential assets in Spain

# Strong growth in EPRA EPS - beating upper range of guidance



Includes the taxes, minorities of SFL & others

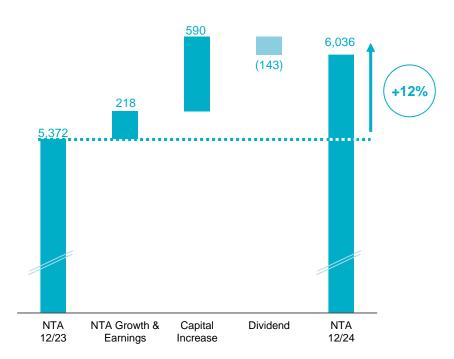
# **Gross Asset Values accelerating**



# Significant increase in NTA up to €6bn

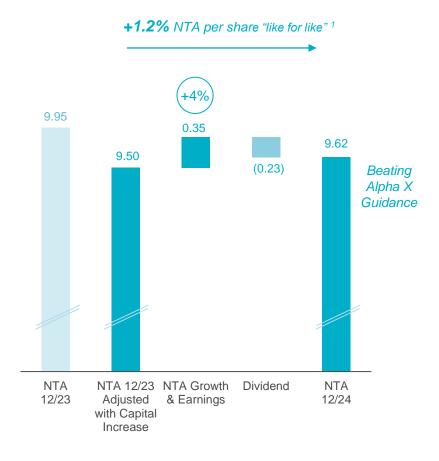
Significant increase in Shareholder Equity (NTA)...

€m



...with return to NTA growth on the back of Prime Assets

€/share

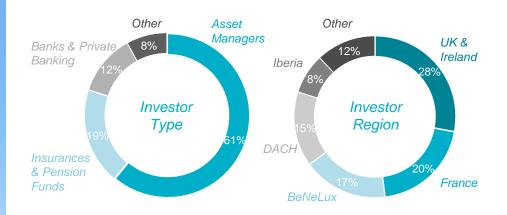


<sup>1)</sup> NTA variance excluding impact of capital increase

# Highly successful refinancing: €500m Green Bond Issuance at 3.25% coupon

# Outstanding capital markets demand for high quality security

- 1 Unparalleled demand
  - > 8 times oversubscribed
  - > Highest demand in the sector in the last 24 months1
  - > Highest demand in Colonial history
- 2 Very competitive cost of debt
  - > 3.25% coupon
  - > Risk management policy lowers effective yield to 2.75%
  - > Lowest among comparable bonds
  - > Opportunistic tapping of the market
- 3 Top tier order book for high quality security
  - > International pension funds, insurance companies & asset managers driving strong interest
  - > Large demand from investors with relevant ticket sizes (€50m - €200m)



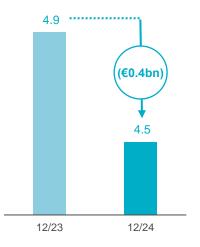


# Significant debt and leverage reduction with enhanced liquidity

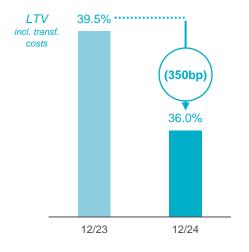
Significant net debt reduction Loan To Value Enhanced liquidity & improved maturities

€bn 

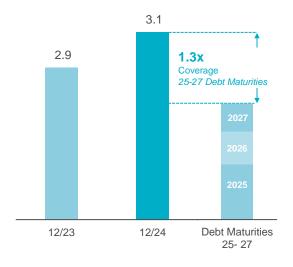
€bn





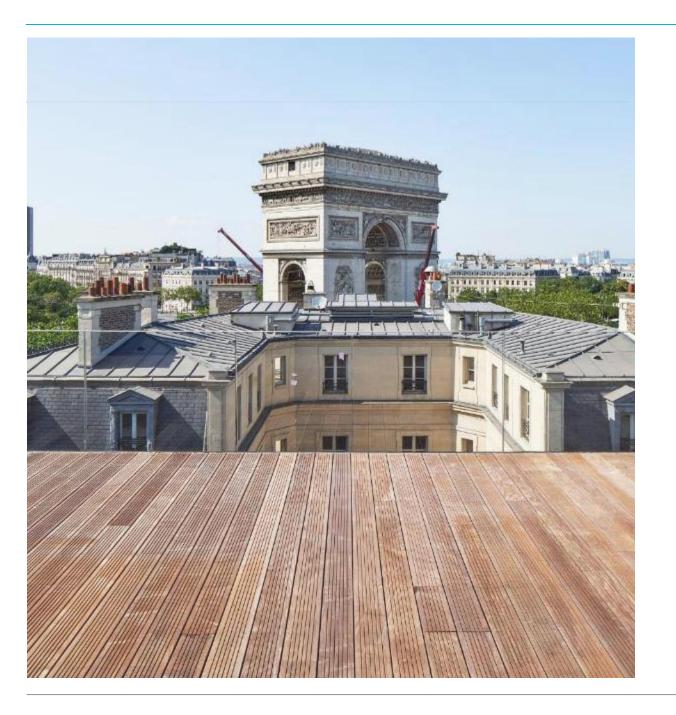






Note: All LTVs including the sales agreements already signed at each corresponding date

<sup>1)</sup> Colonial's Net Debt excluding debt attributable to projects divided by Topped up Operating EBITDA



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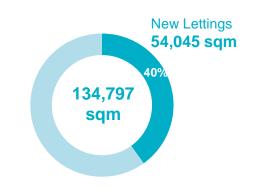
Portfolio Management

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Future Growth

# Our premium assets deliver strong letting performance

Strong Letting Performance...





... with prime properties capturing the highest rents in the market













...on the back of top tier clients

BESTSELLER

**BRUNSWICK** 





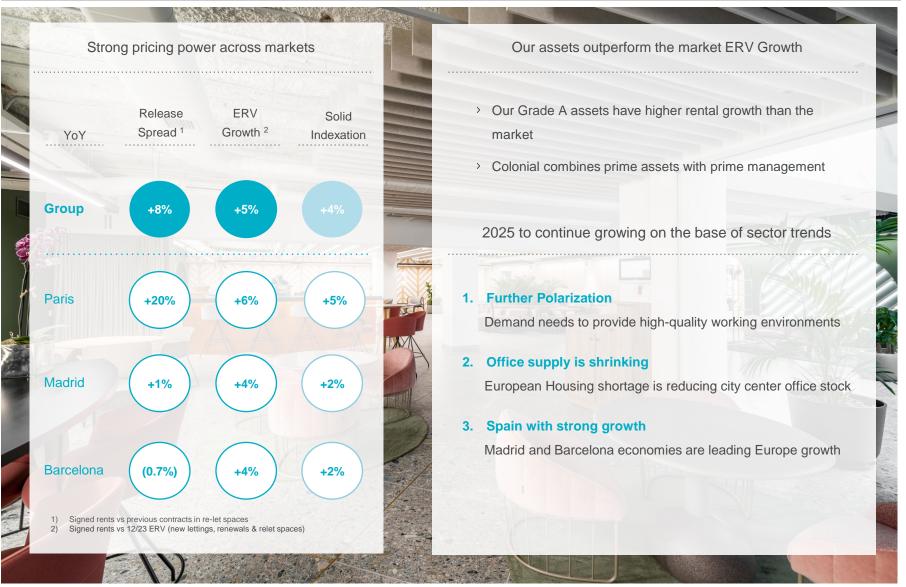
LVMH

\*abertis

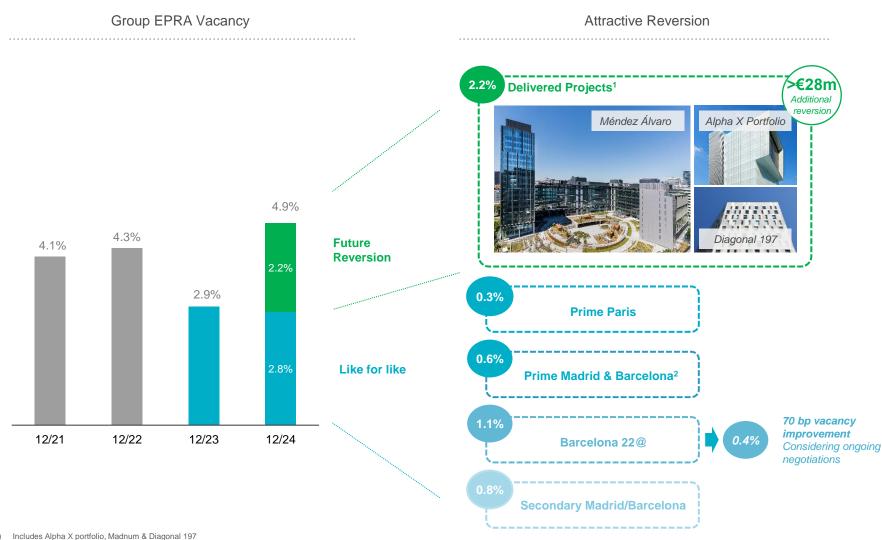




# Strong pricing power - letting performance achieving record rental levels



# High occupancy profile with attractive reversion potential



Includes CBD & City Centre



# Strong momentum on project delivery – MADNUM

#### **MADNUM - Mixed use approach leads to outperformance**

- 1 8,400 sqm signed with Gestamp, who will relocate its headquarters
- 2 2,800 sqm signed with Bestseller, to establish Financial & Tech hub for Iberia & Latam
- 3 4,800 sqm signed with other corporates interested in large space demands
- 4 3,300 sqm of retail & F&B fully let, gym operator strongly committed
- 5 c.20,000 sqm in conversation with substantial market interest







**56,300**Sqm
office

3,300 Sqm retail











honest greens



<sup>1)</sup> Includes signed contracts and Head of Terms as of the date of this presentation

2021

### Total carbon emissions reduction ahead of ambition

## Carbon Footprint Full Reduction Trajectory Scope 1, 2 y 3 all categories – kTnCO2e1 2021-2024 (55%)117 Operational 99 22 Emissions 21 Purchases 71 16 79 **Projects** 62 43 29

# Refurbishments delivering in embodied carbon target ≤ 700 KgCO2e/sqm<sup>2</sup>

Full embodied carbon emissions (all stages)





2022

2023

2024

<sup>1)</sup> Figures reported location-based & market-based for operational emissions, considering the purchase of renewable energy

<sup>2)</sup> Embodied calculation based on Colonial's Group Life Cycle Policy Calculation Principles aligned with best market practice and with 50-year life cycle assumption

# In-use emissions reduction ahead of target

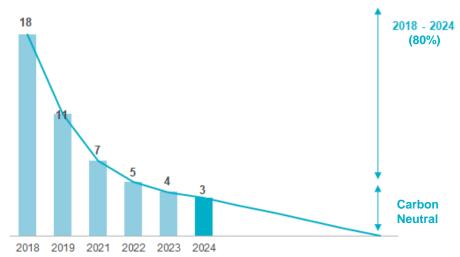
#### Carbon in-use emissions reduction trajectory

Total Reduction Scope 1 & 2<sup>1</sup> LFL Reduction Scope 1 & 2<sup>1</sup>

Real YTD 2024 vs18 (80%)

Real YTD Target 2024 vs18 2030 vs18 (80%)

#### Intensity Scope1 & 2 (kgCO2e/sqm)

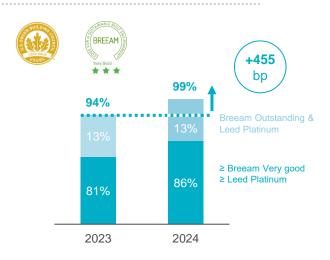


#### Top sustainability credentials

Almost all assets with top credentials



#### Portfolio ≥ Breeam Very Good / Leed Gold



<sup>1)</sup> Market-based emissions

Office portfolio in operation

# Clear Leadership on ESG & Decarbonization



#### 5.7 Rating



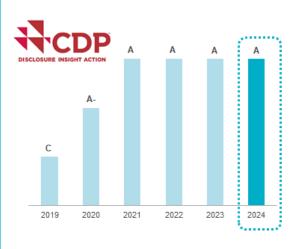






A - Score - 4th year in a row





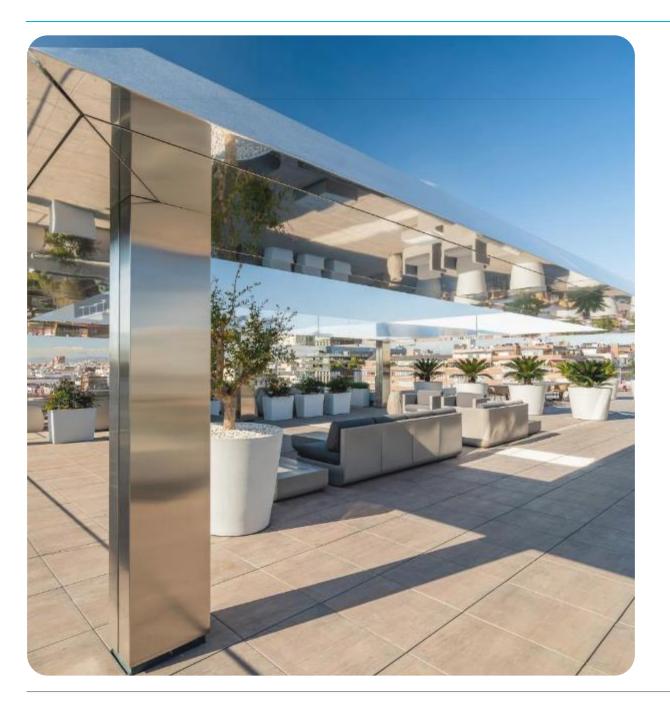


5 STAR - 5<sup>th</sup> year in a row









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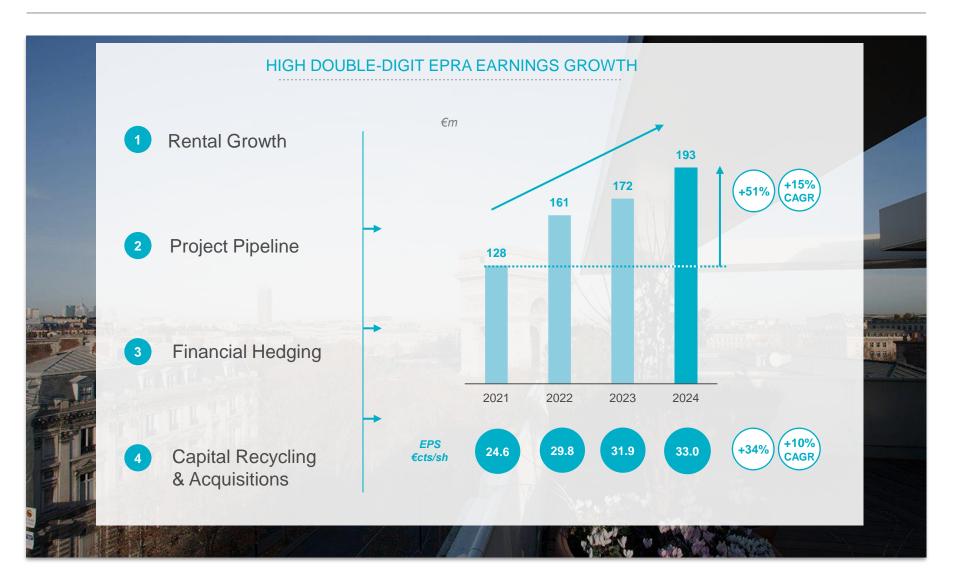
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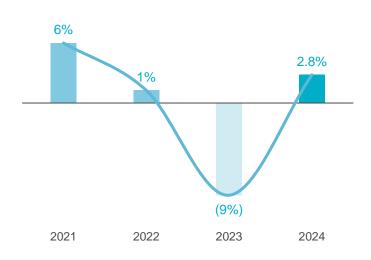
Future Growth

# We deliver strong earnings growth on the back of a multi-layer growth platform



# Rental growth driving an uplift in portfolio valuation

Gross asset value Like for Like - %







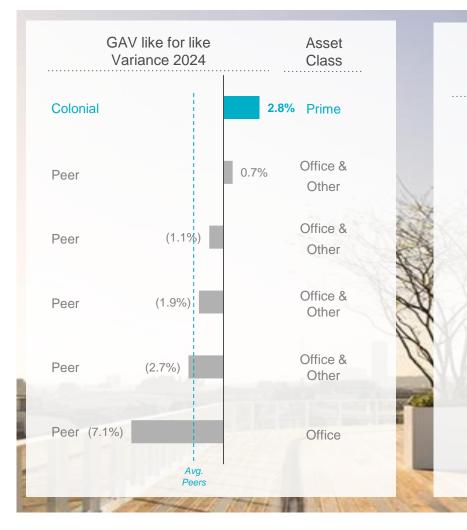








# Our Prime Assets are leading the market in value stabilization



# Driving higher valuations through Urban Transformation

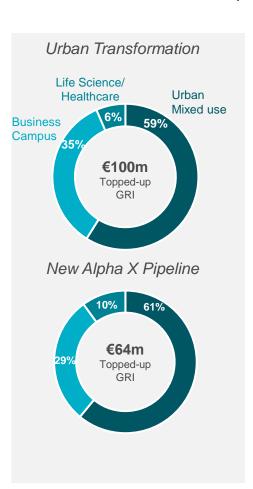
#### Urban transformation trends

- Demand for well-positioned buildings with comprehensive services & mixed-use approaches is on the rise
- Properties with a diverse set of amenities experience +12%
   higher demand compared to their commodity peers
- Complexity of managing such assets offers growth opportunities through strategic partnerships or internalized service operations
- Tenants seek assets tailored to their specific needs, providing the right environment for productivity & innovation
- Longer tenant commitments and higher pre-letting rates are achieved through top-tier customization, improving retention
- Prime properties with increased demand and premium rents command higher valuations

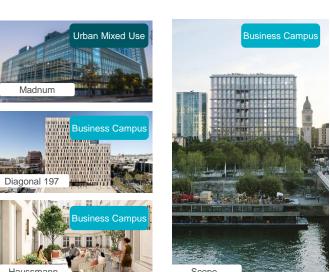
# Sustained growth in rents and value through urban transformation

Colonial to continue serving its clients' needs through Urban Transformation

Close to 200,000 sqm in Urban Transformation Initiatives with €100m of rental income



# Additional EPRA EPS of more than 11 €/cts¹: +33% on 2024 EPRA EPS Madnum Project & Renovations 87,000 sqm Alpha X - Project Pipeline More than 110,000 sqm 2025 2026 87,000 sqm 2027 2028 87,000 sqm 22.000 sqm 41,860 sqm 46,928 sqm







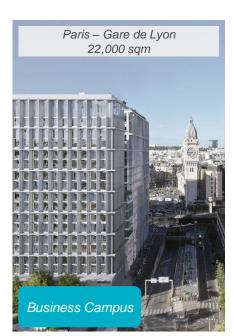


# Colonial driving Urban Transformation on the back of its Project Pipeline

#### Scope | Business Campus with amenities

#### Sancho de Ávila | Life Science / Healthcare

#### **Delivery 2026**





A renewed business campus next to a public transportation hub



Capex



#### **Delivery 2027**







Office repositioned into hospital in one of the most sought-after neighborhoods of Barcelona









Choice of use	Design & Planning	Building Permit	Works in progress	Delivery
	<b>→</b>			2027

# Colonial driving Urban Transformation on the back of its Project Pipeline

#### **Delivery 2027**







#### Condorcet | Urban mixed-use

Urban mixed use

.....

A visionary mixed-use campus in the heart of the 9th arrondissement

#### Transformation project

- > Sales agreement with RIVP for one of the buildings
- > Agreement with Hénéo as operational partner of the student residence
- > Ongoing tender for general contractors

#### Potential uses



Coveted & upscale neighborhood with excellent transportation hubs



Area with decreasing office supply due to pastillage, which forces change to residential use



Iconic neoclassical design drawing prestigious brands in prime location



Stabilized rents



Ungeared IRR



% Deployed Capex





# Colonial driving Urban Transformation on the back of its Project Pipeline

#### **Delivery 2028**

#### Santa Hortensia | Urban mixed-use





The conversion of an outdated office building into mixed uses with demand supported by megatrends

# Madrid – City centre 46,928 sqm



#### Transformation project

- > Former IBM headquarters vacated in Dec 2023
- > Asset requiring complete refurbishment to target new use & market rents
- > Conversion of the building license into living use in process

#### Potential uses



Large floor plate building with proven demand for centrally located headquarters



Top destination for international students & very limited supply in the area



Great location inside M30, close to main attractions, less than 10-minute ride from the airport



Social changes & externalities driving strong demand for "Living as a Service"





Stabilized rents



Ungeared IRR



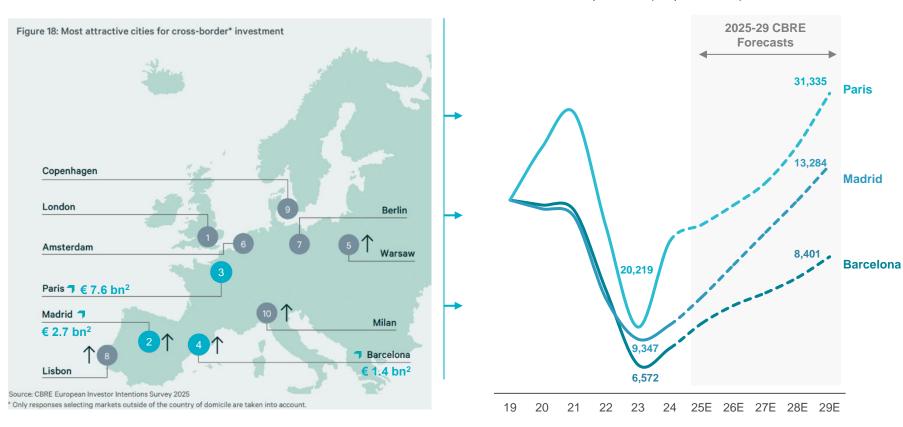
% Deployed Capex

# Colonial portfolio positioned in the Top 3 destinations in Continental Europe



#### Prime Capital Values are bottoming-out

CBD Prime offices capital value (€/sqm base 100)



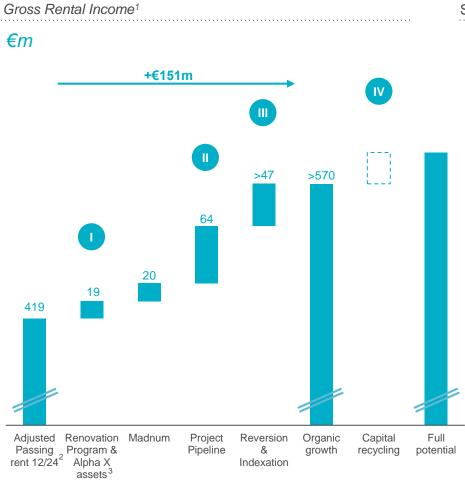
Source: CBRE European Intentions Survey 2025

Source of market information: CBRE

<sup>1)</sup> Regarding markets with strongest total property returns in 2025 (all asset classes)

<sup>2)</sup> Colonial GAV as of 12/2024

### Acceleration of Rental Growth & Value Creation



#### Several sources of Cash Flow Growth & Value Creation

Active Asset Management



















Rental Growth/ Pricing Power









Playing the Cycle/ Asset Rotation







- ToppedUp Gross rental income as of 31/12/24
- Adjusted by Condorcet (tenant has left at 31/01/2025)
- Includes Diagonal 197, Haussmann & Reversion from Alpha X assets

# Strategy & Outlook

#### Colonial's Prime Platform delivers profitable growth ...

- > EPRA Earnings growth: +15% CAGR in 2021-24
- > Recovery in Capital Value Growth leading the sector
- > Net Rental Income with +7% like for like growth
- > Strong rental growth through pricing power
- > An attractive EPRA EPS Yield of circa 6%
- > Attracts high quality capital with long term perspective

  More than €1.2 bn raised in the last 12 months through

  equity & debt issuances

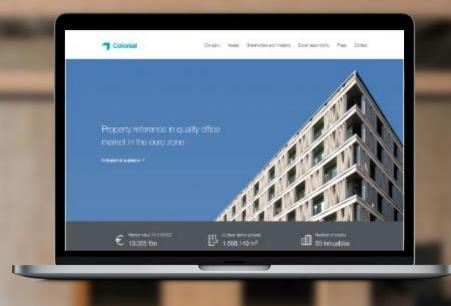
... with a strong growth profile for the coming years

- 1 More than €150m of future rents through new pipeline and reversion
- 2 Enhanced European growth strategy with increased acquisition activity on the back of positive momentum
- 3 Capital allocation of more than €1bn into urban transformation themes

#### Guidance for strong ongoing growth

- Like for like revenue growth in-line with previous years
- Strong EPRA EPS CAGR growth for the next years
- Short term EPRA EPS 2025 of 32-35 €cts
- 2025 DPS of 30 €cts/ share, + 11% YoY growth

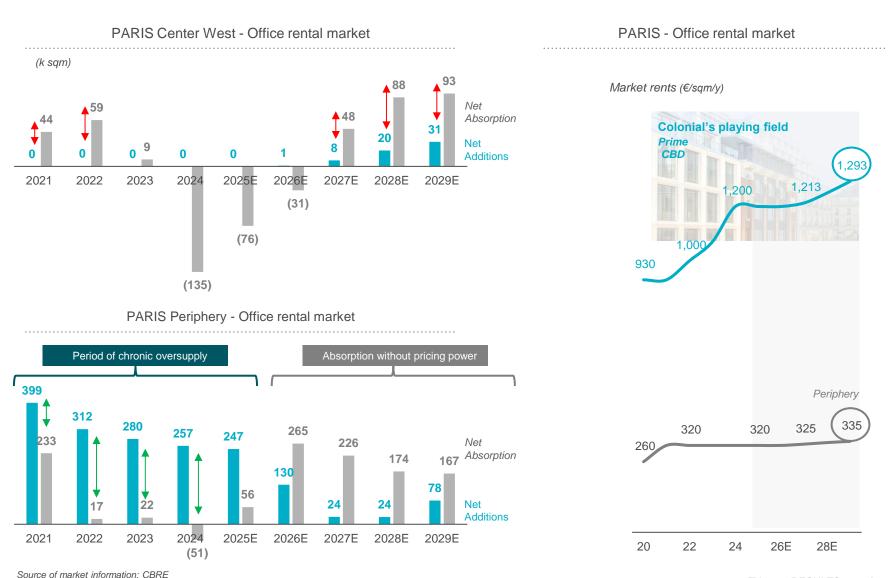
# THANK YOU'



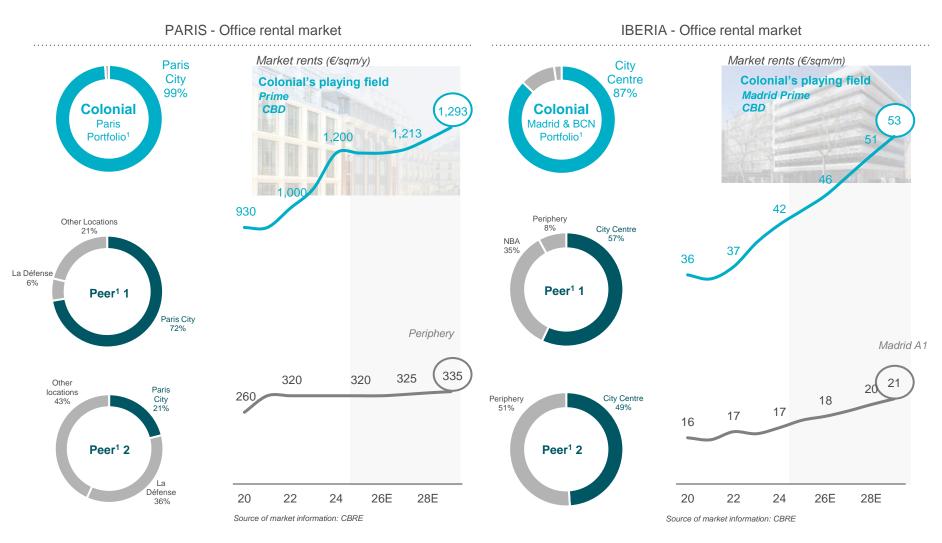
https://www.inmocolonial.com/en/shareholders-and-investors



## Demand for prime consistently outstrips supply driving rental growth

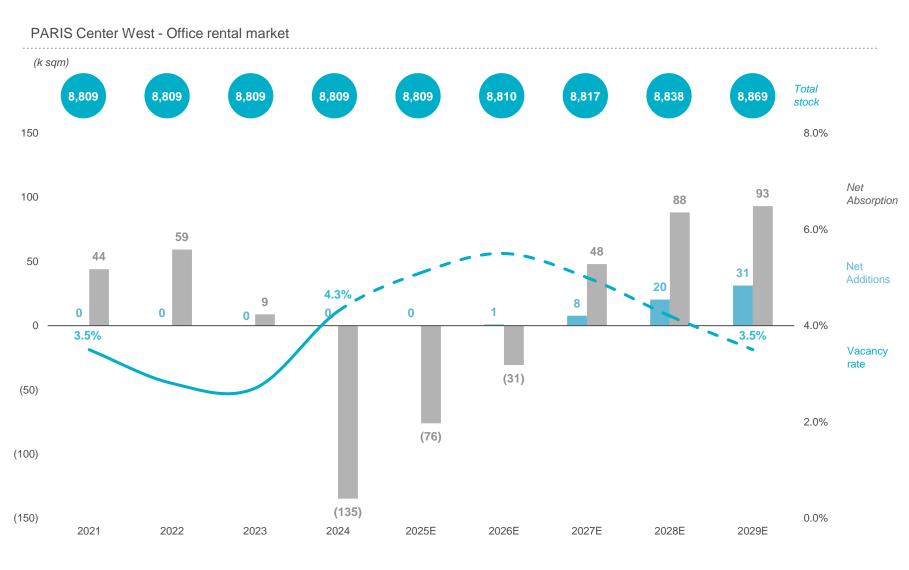


## The Prime Asset Class delivers the highest rental growth

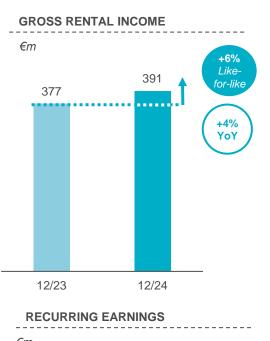


<sup>1)</sup> Based on company data: Office exposure: GAV last reported date

## Market disequilibrium to persist for Prime locations driving rent increases



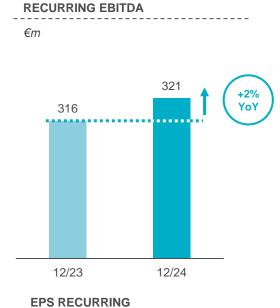
PROFIT & LOSS ACCOUNT					
Results analysis - €m	2024	2023			
Gross Rents	391	377			
Net operting expenses & Overheads	(69)	(62)			
Recurring EBITDA	321	316			
Recurring financial result	(77)	(93)			
Income tax expense & others - recurring	(14)	(15)			
Minority interests - recurring	(38)	(35)			
Recurring Earnings	193	172			
Change in fair value of assets & provision	101	(1,427)			
Non-recurring financial result & MTM	(2)	(2)			
Income tax & others - non-recurring	61	43			
Minority interests - non-recurring	(45)	194			
Profit attributable to the Group	307	(1,019)			
Recurring earnings - €m	193	172			
Nosh (mm)	583	540			
EPS recurring - Cts€/share	33.0	31.9			

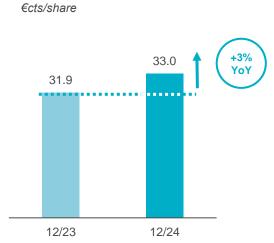




12/24

12/23



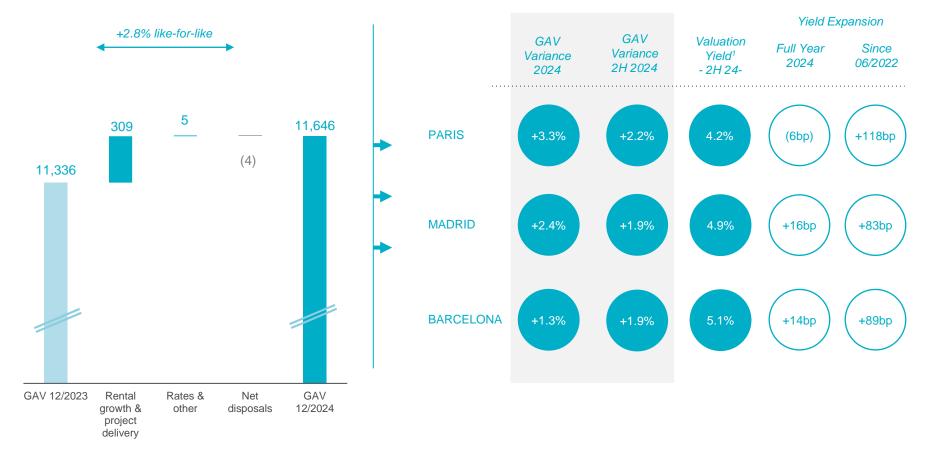


# **Gross Asset Values accelerating**

Gross Asset Values

GAV Like For like Variance

€т



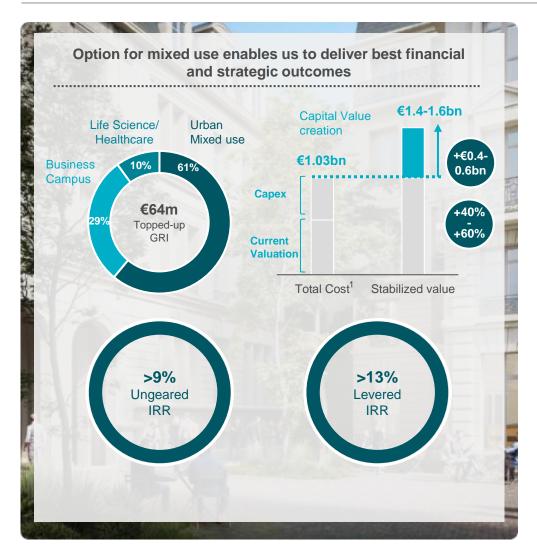
In Spain consultants publish gross yields whereas in France consultants publish net yields

# Solid financial structure with strong coverage of mid term maturities

## **EXTENSION OF DEBT MATURITIES** Maturity profile of debt facilities - €m **Maturities covered** by current liquidity 1,935 C 300 C 435 2025 2027 2029 2026 2028 2030 ■ECPs □Undrawn balances Green loans Green Bonds Refinanced Green Bonds SFL Green Bonds Col

	31/12/2023	31/12/2024
Net Debt	€4,864m	€4,465m
LTV	39.5%	36.0%
Total Facilities	€2,465m	€2,570m
Cash	<u>€438m</u>	<u>€543m</u>
Liquidity	€2,903m	€3,113m
Debt Maturity Group	4.2 years	4.1 years
Non-Mortgage debt	100%	100%
Cost of Debt Group	1.75%	1.70%

## Alpha X Pipeline - The start of a new cycle of Urban Transformation



Alpha X: substantial value creation from urban mixed use pipeline









- Total Cost = Asset Value pre project + future Capex
- 2) Levered IRR at EPRA LTV post capital increase

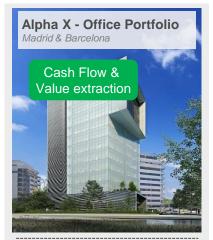


### 2025: Strong Momentum for Letting



#### Letting momentum

- ▶ 13,000 sqm with high interest in 2025 in different assets of 22@
- Leading technological companies are back
- +€3.5m of new rents and strong vacancy reduction



#### Ungeared IRR > 7%

- Solid cash flow growth through reversion in rents:
  - Occupancy improvement
  - Rental growth
- Value Creation potential starting from attractive capital values
- Capex fully deployed
- Consolidation of Colonial's footprint in Méndez Álvaro

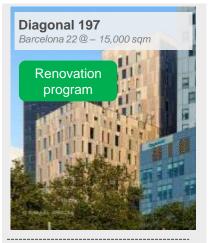
Occupancy **74%** 

**€5.330/ sqm** Capital Value



Significant Rental Growth & Value creation Potential

- Short term efficient renovation program
- Very limited capex (€14m)
- Top Prime property with 12.000 sqm of GLA to capture maximum rents
- One of the most soughtafter locations in Paris
- Repositioned property to be released in mid-25



Significant Rental Growth & Value creation Potential

- Short term efficient renovation program
- Capex fully deployed
- Large Business Campus of more than 15,000 sgm
- Top location in 22@ around emerging Life-Science area
- Released in 2H 2024 with €4.4m of additional GRI

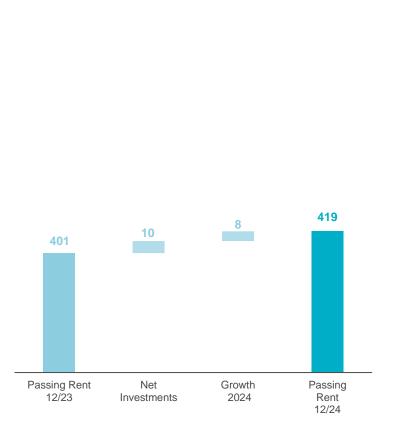
## Significant growth profile at adjusted Risk Return

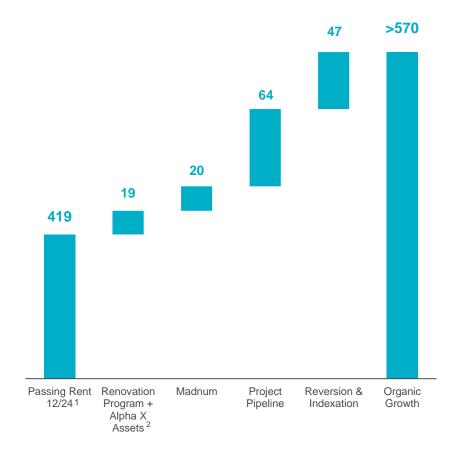
Investments & Revenue Growth increasing passing rents

Significant Additional Revenue Growth

Annualized Topped-up GRI (€m)

More than €150m of growth to be captured





<sup>1)</sup> Adjusted by Condorcet (tenant has left at 31/01/2025)

<sup>2)</sup> Includes Diagonal 197, Haussmann & Reversion from Alpha X assets



# Additional future growth on the back of capital recycling

# More than €700m divested – 15 Assets Ongoing flight to quality through active capital allocation Alpha III Alpha IV 2019 Alpha V Alpha VII 2024 1,000 Reloading Prime 458 201 Offloading 617 non-core Premium on GAV outside



## Latest Market transactions

	Asset	Area	Price	GLA	Cap. Value
PARIS	Rue Danielle Casanova 19 (Nov 2024)	CBD	€50m	2,700 sqm	€18,519/sqm
	Rue Rivoli 88 Transaction not completed	CBD	€100m	5,991 sqm	€16,692/sqm
	Rue Dumont d'Urville 19 (Jan 2025)	CBD	€55m	3,140 sqm	€17,516/sqm
	Tour Trinity <sup>1</sup> (Dec 2024)	BD	+€450m	49,900 sqm	€9,018/sqm
	Place de la Nation 15 (Dec 2024)	BD	€89m	7,750 sqm	€11,484/sqm
	Rue de la Ville-l'Évêque 21 (Dec 2024)	CBD	€100m	4,900 sqm	€20,408/sqm
	Rue Louis David 2 (Dec 2024)	BD	€67m	5,462 sqm	€12,267/sqm

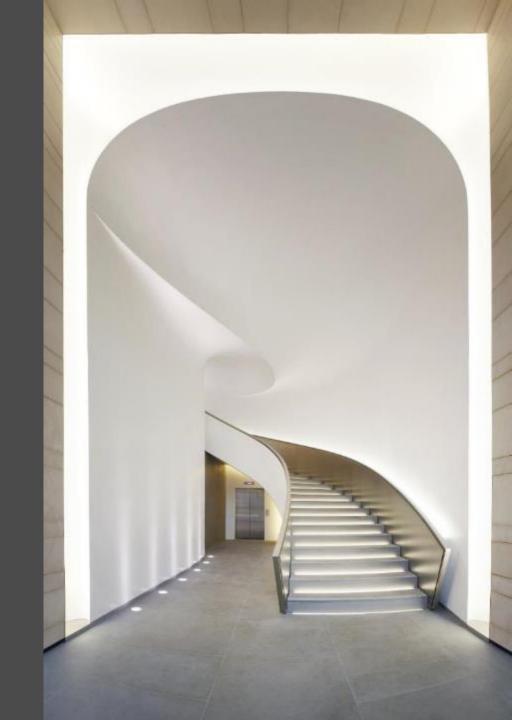
<sup>1)</sup> Sale of 80% of the asset



## Latest Market transactions

	Asset	Area	Price	GLA	Cap. Value
MADRID	Claudio Coello 123 (Nov 2024)	CBD	€60m	3,869 sqm	€15,508/sqm
	Recoletos 14 (Dec 2024)	CBD	€70m	6,100 sqm	€11,475/sqm
	General Castaños 4 (Dec 2024)	CBD	c.€45m	3,700 sqm	€12,162/sqm
	Cedaceros 9 (Dec 2024)	CBD	n.a.	6,000 sqm	n.a.
	María de Molina 50 (Sep 2024)	CBD	€205m	40,000 sqm	€5,118/sqm
BARCELONA	C. Cristóbal de Moura 49 Transaction not completed Mixed use asset	22@	€75m	15,517 sqm	€4,833/sqm
	C. Aragó 330 (Jan 2025)	City Center	€40m	7,500 sqm	€5,333/sqm

# **Colonial**



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