

### **COMISIÓN NACIONAL DEL MERCADO DE VALORES**

En cumplimiento de los deberes de información previstos en el artículo 82 de la Ley 24/1988, de 28 de julio, del Mercado de Valores, Axiare Patrimonio SOCIMI, S.A ("Axiare Patrimonio" o "La Compañía") pone en conocimiento de la Comisión Nacional del Mercado de Valores el siguiente

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Axiare Patrimonio publica el material de presentación que dará soporte a la audio-conferencia de resultados del primer semestre de 2015 para analistas, inversores institucionales y medios de comunicación, que tiene lugar hoy 1 de septiembre a las 17:00 horas (CET).

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Madrid, a 1 de septiembre de 2015,

D. Luis López de Herrera-Oria Consejero Delegado Axiare Patrimonio



# H1 2015 Results

Madrid - September 1<sup>st</sup>, 2015





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H1 2015 Highlights







## Focus on creating value for our shareholders:

- Capital increase 100% subscribed with pre-emptive rights and a 10% premium to share nominal value.
- 20% profit to investors in a placement transaction prior to capital raise.
- Dividend payment per share of €0.04 for FY 2014 after the first 6 months of activity.
- H12015 Net profit of EUR 31.3 million and Revenue amounting to EUR 18.7 million.

### Proven ability to deploy proceeds in attractive assets:

- 30<sup>th</sup> June CBRE (RICS) Market valuation reflecting 11% increase over acquisition price.
- Average gross yield on cost of 6.8% and EPRA Net yield of 5.7%.
- Leasing of 40,000sqm increasing the occupancy level from 85% to 94%.
- Rental Income growth in 6 months of +18% (+5% GRI like for like vs Dec'14).
- Best-in-class pure play in offices with 40% in CBD in Madrid and Barcelona.

## Pipeline and firepower:

- Already deployed 60% of new net proceeds raised<sup>(1)</sup> growing the portfolio 1.8x times from Dec. 2014.
- Pipeline of EUR 1.4 billion focus in offices and logistics, in line with the Company strategy.
- Bilateral financial agreements signed to date amounts to EUR 264 million. Next week we will close a new agreement to end leveraging of pre-capital raise portfolio.



PORTFOLIO GAV <sup>(2)</sup>

€806m since July'14

GROSS LETTABLE AREA

551<sup>′000</sup>

sqm

NUMBER ASSETS

28

in 18 transactions

OFFICE EXPOSURE

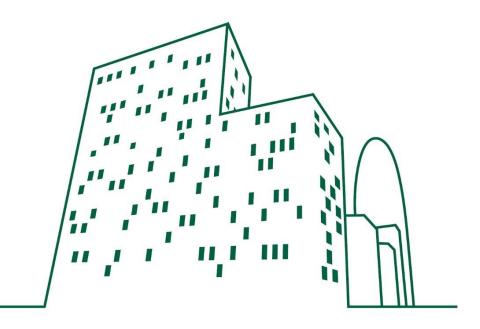
72%

in overall portfolio

CBD EXPOSURE

40%

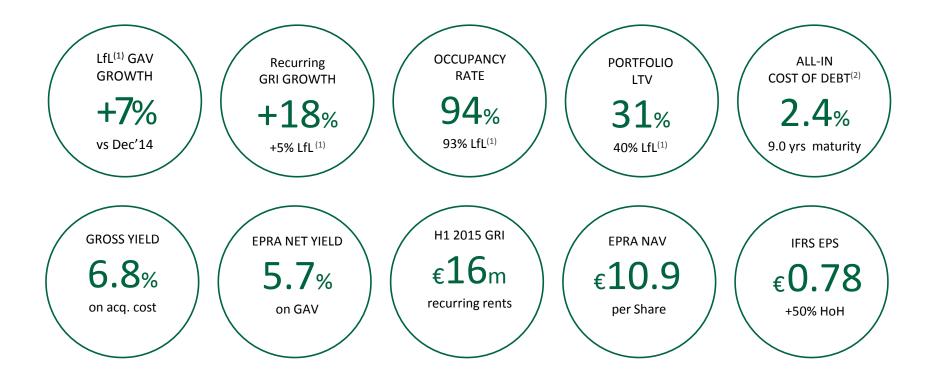
in office segment



<sup>(1)</sup> includes transactions currently under binding agreements, which are expected to fully close in September 2015.

<sup>(2)</sup> market value determined by CBRE (RICS) at June 30, 2015, except for properties acquired in H2 2015 or currently under binding agreements which are valued at net acquisition price.



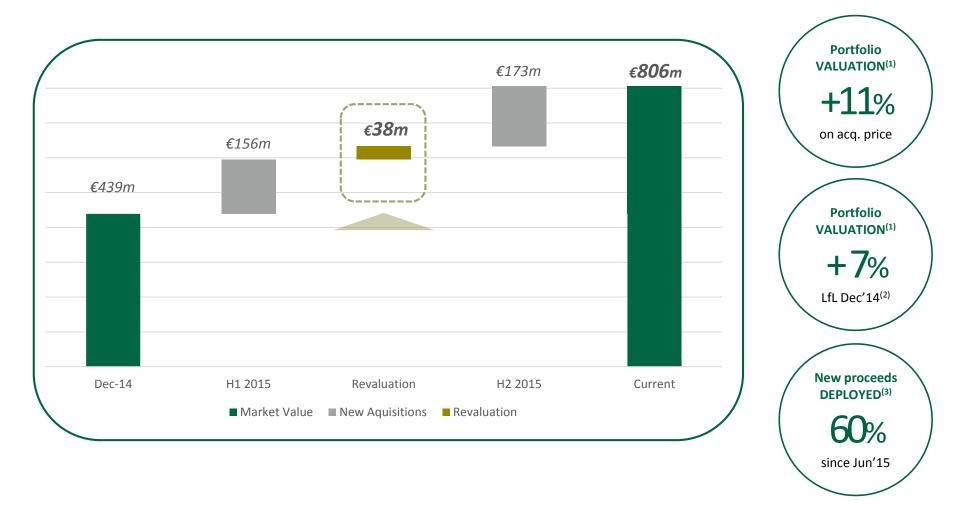


<sup>(1)</sup> portfolio in comparable terms: comparing with the same properties included in the portfolio at December 2014.

<sup>(2)</sup> includes up-front costs, hedge and spread.



Letting up of recently acquired properties and other asset management activities key factors



<sup>(1)</sup> Market value determined by CBRE (RICS) at June 30, 2015, except for properties acquired in H2 2015 or currently under binding agreements which are valued at net acquisition price

<sup>(2)</sup> portfolio in comparable terms: comparing with the same properties included in the portfolio at December 2014

<sup>(3)</sup> includes transactions currently under binding agreements, which are expected to fully close in September 2015

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Operating
Performance &
Investment
Update



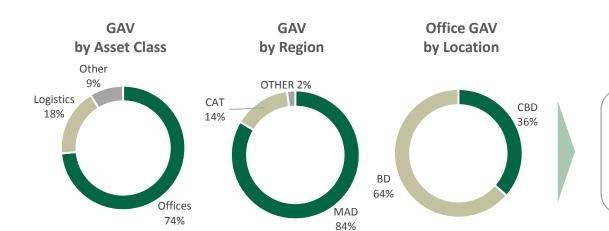




# 1. Unique opportunity to invest at compelling low prices

Portfolio at 30 June 2015						
	Portfolio Exposure	Acquisition Price (€/sqm)	Average Replacement Cost <sup>(1)</sup> (€/sqm)			
OFFICE	73.6%	3,083	3,358			
LOGISTICS	17.6%	353	532			
OTHER	8.8%	1,263	1,848			
PORTFOLIO	100.0%	1,292	1,542			

**21** properties acquired at a **16.2**% discount to replacement cost



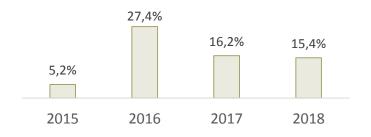
Pure play with direct exposure to Madrid and Barcelona's prime office and logistics market

<sup>(1)</sup> Source: CBRE. CBRE Valuation Advisory, S.A. has proceeded to carry out the "theoretical breakdown and sum of the items that have an impact on a real estate development", in relation to the properties that form part of the Axiare Patrimonio portfolio. In said breakdown we have taken into consideration the following items: land, construction cost, professional fees, licenses and developer's profit. These items have been determined in accordance with the weighted average costs of the market, depending on the location, use and specifications of the specific property. Once the different items that have an impact on the property development have been calculated, we have combined them and discounted them in line with the age of each asset, thus obtaining the sum of the net replacement cost of the properties in Axiare Patrimonio's portfolio. In no case does the final amount obtained correspond to the Market Value or the Depreciated Replacement Cost of the assets



# 2. Lease Management: ample room for rental uplift driven by strong GDP growth

Potential lease expiration<sup>(1)</sup> as % of portfolio's total actual rent



Opportunity to capture growth through market-to-market repricing

# 2. Lease Management: disciplined approach to manage occupancy

#### **PORTFOLIO OCCUPANCY RATE H1 2015**

At 30 June 2015					
	H1 2015	H2 2014	HoH Change	Six months Like-for-Like <sup>(2)</sup>	Six months LfL Change <sup>(2)</sup>
Office	82%	83%	-1%	84%	+1%
Logistics	96%	84%	+12%	96%	+12%
Other	95%	91%	+4%	91%	+0%
PORTFOLIO	94%	85%	+9%	93%	+8%



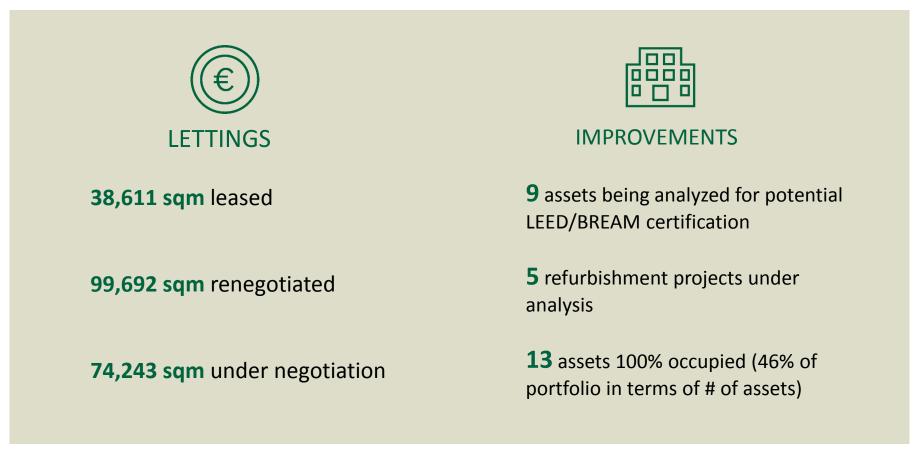
<sup>(1)</sup> Lease contractual expiration or break option

<sup>(2)</sup> portfolio in comparable terms: comparing with the same properties included in the portfolio at December 2014.



# 3. Intense active asset management to unlock further upside potential

# Active Asset Management in H1 2015





#### **PORTFOLIO YIELDS H1 2015**

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	Gross Yield <sup>(1)</sup> H1 2015	EPRA <sup>(2)</sup> Net Yield	EPRA <sup>(2)</sup> Topped-Up	Six months Like-for-Like <sup>(3)</sup>
Office	5.7%	4.8%	4.8%	6.1%
Logistics	10.6%	8.6%	8.6%	10.6%
Other	8.1%	6.3%	6.9%	8.4%
PORTFOLIO	6.8%	5.7%	5.7%	7.4%

(1) gross yield calculated as the passing gross rental income divided by the gross acquisition price, including transaction costs
(2) EPRA net yield calculated as the passing net rental income divided by the gross asset value, based on the market value determined by CBRE at 30 June, 2015. EPRA Topped-Up net yield incorporates adjustments for rent-free periods
(3) portfolio in comparable terms: comparing with the same properties included in the portfolio at December 2014



# € 156m invested in 54,000 sqm in Madrid













Asset
Address
Acquisition Date
GLA (sqm)
Parking spaces (units)
Net Acquisition Price
Net Acquisition Price per sqm

	Tucumán (TUC)	Juan Ignacio Luca de Tena (JILT)	Hotel (HTL)	Cristalia 5&6 (C56)	Velazquez (VLZ)
	Single office building	Single office building	Hotel	2 office buildings	Single office building
	Glorieta Mar Caribe, 1	Juan Ignacio Luca de Tena, 14	Parque Empresarial Omega	Vía de los Poblados, 3	Padilla, 17
	30.mar.15	30.mar.15	24.abr.15	22.may.15	15.jun.15
	6.327	8.032	10.447	17.587	11.640
	170	195	212	381	93
	23.500.000	17.000.000	10.500.000	49.000.000	56.000.000
1	3.714	2.117	1.005	2.786	4.811

Acquisition	Rational	le

5./14	2.117	1.005	2.700	4.011
Consolidated location in the NE of Madrid	Consolidated location on the A-2 motorway in the NE of Madrid	Located within consolidated business park in N of Madrid	Consolidated location within Campo de las Naciones in NE of Madrid	Super prime CBD office location
High quality office asset	Close proximity to Banco Popular's future global HQ	Very attractive price per sqm	High quality Grade A office assets	Excellent floor plates (approx. 2,000 sqm)
Single tenant HQ building with excellent visibility	Potential freestanding, single tenant HQ building with ground floor retail	Potential reconversion to office building	Potential single tenant HQ buildings	High tenant demand in CBD & CBD rents currently rising significantly
Building currently under-rented	Expected high tenant demand from Banco Popular service companies	Potential single tenant HQ building	Increase existing presence in Cristalia Business Park	Opportunity to reposition multi- ownership building into core single asset



# € 173m invested so far in 105,000 sqm (91% in Madrid)





Velazquez (VLZ)



Ramirez de Arellano (RMA)

Consolidated location in the A-2





**Single Office Asset** 



Portfolio

Asset
Address
Acquisition Date
GLA (sqm)
Parking spaces (units)
Net Acquisition Price
Net Acquisition Price per sqm

	, ,	. ,		
High street retail unit	Single office building	Logistics complex	Single office building	Office & retail warehouse portf.
Padilla, 17	Ramírez de Arellano, 15	Les Puntes Logistics Park	Madrid CBD	Madrid
2.ago.15	21.jul.15	30.jul.15	-	-
3.339	7.053	42.253	9.271	46.748
29	112	230	91	1.308
19.000.000	16.500.000	13.500.000	-	-
5.690	2.339	320	-	-

surrounding area

Already receiving interest from

potential international occupiers

Constantí (CTT)

Acquisition	Rationa	le

location	office submarket in the NE of Madrid
Corner unit with excellent visibility from calle Velázquez	Very attractive price per sqm
Signigicant façade on calle Velázquez	Neighbouring occupiers include AXA, BNP Paribas, Iberia, IBM
Unit purchased vacant & expected to take advantage of increasing rental levels	Light refurbishment required followed by active letting & repositioning

Strategic location between Barcelona and Valencia, and close to Tarragona	Prime CBD office location	All assets located in consolidated positions in Madrid's office & retail market in the NE of the city
Very attractive price per sqm	Building in very good condition and requires minimal expenditure	Very attractive average price per sqm
Low vacancy rate in the	Shortage of large potential HQ	Combination of income producing properties & assets requiring

buildings in Madrid's CBD

letting the building

Expect to take advantage of

increases in prime rents when

Rare opportunity to purchase retail warehouse asset within Madrid

repositioning

3

# Financial Review





# Rental growth trend driving strong earnings performance



H1	2015	Consolidate	d Income	Statement	Ċ

EUR m.	Q2	Q1	QoQ	H1	H2
	2015	2015	Change	2015	2014
Recurring Gross Rental Income (GRI)	8.451	7.164	18.0%	15.615	5.877
Property Operating Expenses	(1.293)	(1.006)	28.4%	(2.299)	(0.693)
Recurring Net Rental Income (NRI)	7.158	6.158	16.2%	13.316	5.184
Overheads	(1.169)	(1.149)	1.7%	(2.318)	(1.719)
o/w wages, salaries and similar remuneration	(0.697)	(0.639)	9.1%	(1.336)	(0.961)
o/w other selling and administrative expenses	(0.472)	(0.510)	-7.5%	(0.982)	(0.758)
Recurring EBITDA	5.989	5.009	19.6%	10.997	3.465
Amortization & provisions	-	-	-	-	
Recurring EBIT	5.989	5.009	19,6%	10.997	3.465
Net Financial Charges	(0.913)	(0.379)	140.4%	(1.292)	0.667
Tax (%)	-	-	-	-	-
Recurring Net Profit	5.076	4.630	9.6%	9.705	4.132
Change in fair value of assets	14.968	12.675	18.1%	27.643	14.720
Other income and expenses (1)	(6.470)	0.433	-1595.3%	(6.037)	0.006
Reported Net Profit	13.574	17.738	-23.5%	31.311	18.858
EPS (EUR)	0.31	0.49	-37.5%	0.78	0.52

70% in H1 2015

IFRS EPS

€0.78

+50% HoH

Recurring GRI GROWTH

+5% LfL(2)

Recurring

**H1** revenues driven by a  $+5\%^{(2)}$  like-for-like increase in rental income and the contribution from properties acquired during the period, albeit these only rented for a limited period of time during H1 2015.

**H1 overheads** of €2.3m includes all running structural costs of the company during the first half of 2015, representing 0.3% of the company share capital and premium at 30<sup>th</sup> June 2015.

<sup>(1)</sup> includes €422,000 of non-recurring rental income in Q1 2015, and €6.470m charges related to the share-based executive incentive plan in Q2 2015

<sup>(2)</sup> assuming that the portfolio at December 2014 had rented for the full period H2 2014 at December 2014 rent and occupancy level

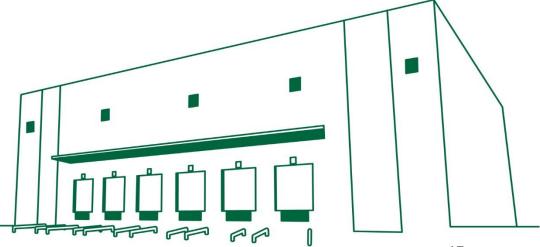


#### **EPRA NAV H1 2015**

EUR m unless specified

NET ASSET VALUE (NAV)	IPO	31/12/2014	31/03/2015	30/06/2015
Gross Asset Value		439.025	507.950	633.060
Net Financial Debt		(63.280)	(111.539)	172.458
Other Adjustments	340.631	(17.269)	(20.078)	(23.828)
EPRA NAV	340.631	358.476	376.333	781.690
EPRA NAV per share (€)	9.46	9.96	10.45	10.90







**Financing raised** 

264m

in 6 months

- 7 facilities have been closed to date.
- 17 properties have been financed.
- 100% bilateral loan facilities to increase flexibility.
- New facilities will be signed shortly leveraging full portfolio pre-capital raise made in June.

Avg. all-in rate

+2.4%

Including Up Front
Costs

- 2.4% all.in avg. rate including up-front cost, hedge and spread.
- Avg. spreads below 195bps and dropping down.
- 70% interest exposure hedge in place.
- 0% penalty in case of cancellation of the loan.

**Portfolio LTV** 

+32.6%

Including last transactions

- On a property level, 57%LTC of the properties already financed.
- On a property level, 53%LTV of the properties already financed.
- New facilities will be signed in September to reach ca. 50%LTC of the portfolio pre-capital raise made in June.



264 million new debt raised to date with very attractive and flexible conditions

Asset	(€m)	Maturity	LTC
Av Vega (AVD)	28,60	2029	55%
Rivas (RVM)	9,35	2029	55%
Dos Hermanas (DHS)	5,18	2029	55%
Diagonal (DGL)	29,15	2029	55%
Cristalia 2&3 (C23)	29,15	2022	55%
Bauhaus (LGV)	14,85	2022	55%
Cabanillas (CBN)	6,00	2022	51%
Luca de Tena (JLT)	9,35	2028	55%
Ribera Del Loira (RBL)	24,10	2020	51%
Guadalix (GLX)	3,56	2022	79%
Valls (VLS)	4,62	2022	100%
Miralcampo (AZQ)	8,44	2022	58%
Camarma (CMM)	17,55	2022	68%
Cabanillas (CBN)	3,12	2022	63%
Tucumán (TUC)	12,93	2022	55%
Velazquez (VLZ)	29,42	2022	58%
Cristalia 5&6 (C56)	27,40	2022	56%
	Av Vega (AVD) Rivas (RVM)  Dos Hermanas (DHS) Diagonal (DGL)  Cristalia 2&3 (C23) Bauhaus (LGV)  Cabanillas (CBN) Luca de Tena (JLT)  Ribera Del Loira (RBL) Guadalix (GLX)  Valls (VLS)  Miralcampo (AZQ)  Camarma (CMM)  Cabanillas (CBN)  Tucumán (TUC)  Velazquez (VLZ)	Av Vega (AVD) 28,60  Rivas (RVM) 9,35  Dos Hermanas (DHS) 5,18  Diagonal (DGL) 29,15  Cristalia 2&3 (C23) 29,15  Bauhaus (LGV) 14,85  — Cabanillas (CBN) 6,00  Luca de Tena (JLT) 9,35  Ribera Del Loira (RBL) 24,10  Guadalix (GLX) 3,56  Valls (VLS) 4,62  Miralcampo (AZQ) 8,44  Camarma (CMM) 17,55  Cabanillas (CBN) 3,12  Tucumán (TUC) 12,93  Velazquez (VLZ) 29,42	Av Vega (AVD) 28,60 2029  Rivas (RVM) 9,35 2029  Dos Hermanas (DHS) 5,18 2029  Diagonal (DGL) 29,15 2029  Cristalia 2&3 (C23) 29,15 2022  Bauhaus (LGV) 14,85 2022  Cabanillas (CBN) 6,00 2022  Luca de Tena (JLT) 9,35 2028  Ribera Del Loira (RBL) 24,10 2020  Guadalix (GLX) 3,56 2022  Valls (VLS) 4,62 2022  Miralcampo (AZQ) 8,44 2022  Camarma (CMM) 17,55 2022  Cabanillas (CBN) 3,12 2022  Tucumán (TUC) 12,93 2022  Velazquez (VLZ) 29,42 2022



# Incentive plan activation reflects the value created for the shareholders in the period



### **Management Share-based Incentive Plan**

According to Prospectus definition, PWC review and Gómez-Acebo & Pombo legal support:

Total Return Rate	17.75%
Total Return Outperformance Rate	7.75%

% share capital	0.78%
Applicable incentive shares	557,787
High Water Mark Outperformance Rate	17.32%
Relevant High Water Mark	€ 340.631m

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EUR m.	Six months
	2015
Wages, salaries and similar remuneration	(1.336)
Other selling and administrative expenses	(0.982)
Overheads	(2.318)
Overheads / Gross rental income	14.5%
Overheads / EPRA NAV	0.30%

- Approved by the Board of Directors
- Shares subject to 1-year lock-up
- Relevant High Water-Mark set
- Share buyback program (0.78% share capital) to deliver incentive shares

Total
Return rate
17.75%
during first 12 months
of activity

- 100% internally managed
- 100% exclusive dedication
- No base fee linked to NAV, GAV or any other operating activity

6 months
Overheads

0.3%
of EPRA NAV

6 months
Overheads

0.3%
of Share capital

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# Pipeline & Conclusions









**PIPELINE** 

17 transactions

34 assets

Total investment: € 1.4bn

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**ASSETS** 

GLA: 649,000 m2

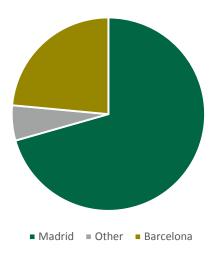
Average occupation: 61%

Total annual income: 68 M€

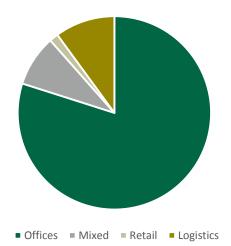
Post-capital raise closed transactions: €229m + Deals in advanced stage: €146m

Equivalent to **97%** of the new net proceeds raised

# Pipeline by asset distribution



Pipeline by asset class



# Q&A

Thank you!



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# Appendix

# Portfolio at a glance

Limited review opinion,
Balance and P&L















JULY 2014 **SEPTEMBER** 2014

**OCTOBER** 2014

**NOVEMBER** 2014

**DECEMBER** 2014















**APRIL** 2015

0

JUNE 2015

2015

Omega

Hotel Building:

€10.5M

MAY 2015

> Velázquez Office Building: €51M+ €5M



JULY 2015

D. Ramón Cruz

Don Ramón de la Cruz, 84 Madrid



Arroyo de la Vega Madrid

TOTAL INVESTMENTS & COMMITMENTS €173M

# YTD portfolio and capital structure



Nº	ASSET	Acquisition Date		Parking spaces (units)	Net Acquisition Price	Market Value (1)	Capi	Capital Structure		
							Equity	Debt	LTV	
1	F. Delgado	28.jul.14	17,267	395	28.750	38.000	29.274	0.000	0%	PORTFOLIO
5	Av Vega	24.sep.14	22,578	449	52.000	56.000	24.326	28.600	51%	GAV (2)
3	F. Santo	24.sep.14	3,254	39	16.500	21.000	16.810	0.000	0%	GAV · ·
4	Cristalia 2&3	4.dic.14	17,338	391	53.000	58.150	25.122	29.150	50%	€806
5	Diagonal	4.dic.14	15,351	251	53.000	55.900	25.281	29.150	52%	€OU0i
6	Rib. Loira	4.dic.14	12,822	370	47.000	47.500	24.028	24.100	51%	since July'14
7	M. Falla	-	6,244	39	31.000	35.800	31.431	0.000	0%	Silice July 14
8	Tucuman	30.mar.15	6,327	170	23.500	24.000	10.980	12.926	54%	
9	Luca de Tena	30.mar.15	8,032	195	17.000	17.400	9.861	9.350	54%	
10	Cristalia 5&6	22.may.15	17,587	381	49.000	55.000	22.699	27.500	50%	
11	Velazquez	15.jun.15	14,979	122	75.000	76.100	46.941	29.424	39%	
12	R.Arellano	21.jul.15	7,053	112	16.500	16.500	16.500	0.000	0%	DODTEOLIO
OFFIC	ES		148,831	2,914	462.250	501.350	283.252	190.200	38%	PORTFOLIO LT
13	Cabanillas	29.jul.14	37,879	0	16.681	18.800	8.091	9.123	49%	22.,
14	Dos Hermanas	30.jul.14	42,466	0	9.420	13.000	4.477	5.181	40%	33%
15	Miralcampo	30.jul.14	35,781	0	14.485	15.600	6.409	8.440	54%	In bilateral loa
16	Rivas	24.sep.14	35,248	0	17.000	18.700	7.966	9.350	50%	iii bilaterarioa
17	Camarma	9.oct.14	70,296	0	26.000	31.100	9.045	17.550	56%	
18	Valls	9.oct.14	26,026	0	4.500	7.100	0.000	4.624	65%	
19	Guadalix	9.oct.14	14,945	0	4.500	7.400	1.040	3.563	48%	
20	Constantí	30.jul.15	42,253	0	13.500	13.500	13.500	0.000	0%	
OGIS	TICS		304,894	0	106.086	125.200	50.528	57.831	46%	ALL-IN
21	Planetocio	24.sep.14	17,902	904	14.000	15.600	14.273	0.000	0%	COST OF DEBT
22	Bauhaus	4.dic.14	12,413	352	27.000	28.100	12.879	14.850	53%	2 /
23	Hotel	24.abr.15	10,447	212	10.500	11.810	12.195	0.000	0%	2.4%
OTHER	?		40,762	1,468	51.500	55.510	39.347	14.850	27%	O O vec matur
24-28	August Commitments	Expected sep.15	56,019	1,399	123.750	123.750	-	-	-	9.0 yrs matur
OTAL	. PORTFOLIO		550,506	5,781	743.586	805.810	373.127	262.881	32.6%	

<sup>(1)</sup> includes transactions currently under binding agreements, which are expected to fully close in September 2015

<sup>(2)</sup> includes up-front costs, hedge and spread.















**40%** of our top 10 tenants are listed on the NYSE or Nasdaq





**60%** of our top 10 tenants had a revenue of over 20 BN € in 2014



