

### A LA COMISIÓN NACIONAL DEL MERCADO DE VALORES

MERLIN Properties, SOCIMI, S.A. ("MERLIN"), en cumplimiento de lo dispuesto por la normativa de aplicación, comunica la siguiente

### INFORMACIÓN RELEVANTE

MERLIN celebrará una presentación con analistas e inversores institucionales, hoy, martes 31 de julio de 2018, a las 15 horas de Madrid/CET, que podrá seguirse en tiempo real, vía audio-conferencia, a través del siguiente *link* y con los siguientes códigos de acceso:

#### Webex Link:

<u>https://merlinproperties.webex.com/merlinproperties/onstage/g.php?MTID=e351</u> e6c8e5fc073892a87828a138e0a93

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Adjunto se remite la nota de prensa y la documentación soporte a la presentación, que están igualmente disponible a través de la página web corporativa de MERLIN (www.merlinproperties.com)

Madrid, 31 de julio de 2018.

MERLIN Properties SOCIMI, S.A.



# Buen semestre para MERLIN Properties, con crecimientos significativos de rentas en todas las categorías de activos

- Ingresos por rentas: € 243,2 millones (+3,5% vs 1S 2017)
- Resultado neto: € 457,6 millones (+8,6% vs 1S 2017)
- Valor de los activos: € 11.755 (+4,5% vs 1S 2017)
- Valor neto de activos por acción: €14,06 (+6,1% vs Dic-2017)
- Reconfirma la indicación de distribución de dividendo para 2018: € 0,50 por acción
- La Compañía contrata o renueva más de 473.000 metros cuadrados en el semestre, con crecimientos positivos de renta en todas las categorías de activos, generando un flujo de caja por acción de 30 céntimos de euro.
- El valor neto de activos según recomendaciones EPRA ("EPRA NAV") alcanza los 14,06 euros por acción, lo que supone un incremento del 18% con respecto al primer semestre de 2017 (+6% desde diciembre)
- La Compañía ha creado valor para sus accionistas por importe de 501 millones de euros, lo que implica un retorno implícito del 8,1% desde el comienzo del ejercicio y del 22,1% en el período interanual.

Madrid, 31 de julio.-, MERLIN Properties ha cerrado el primer semestre con una facturación de 247 millones de euros, un EBITDA recurrente de 195 millones, un FFO recurrente (EBITDA menos intereses) de 141 millones y un beneficio neto consolidado conforme a IFRS de 458 millones de euros, lo que supone un incremento del 8,6% con respecto al mismo período del 2017.

La cartera de activos alcanza un valor bruto (GAV) de 11.755 millones de euros, lo que representa un crecimiento del 4,5% frente a diciembre (3,7% en términos comparables). El valor neto de los activos, "EPRA NAV", asciende a 6.604 millones de euros, equivalentes a 14,06 euros por acción, lo que supone un incremento del 6,1% frente a diciembre (13,25).

La intensa actividad comercializadora del periodo, con más de 473.000 metros cuadrados contratados o renovados, da una idea de la positiva evolución del sector y del magnífico posicionamiento de la cartera de MERLIN Properties para capturar el ciclo alcista del mercado, a través de mejoras de renta y ocupación.



#### **Oficinas**

#### Evolución del negocio

Muy buen comportamiento, con una subida en rentas del 4,7% en las renovaciones del periodo. Por mercados, la subida ha sido del 3,8% en Madrid, del 8,8% en Barcelona y del 7,3% en Lisboa. La ocupación también crece hasta alcanzar el 87,9%, lo que supone 86 puntos básicos de incremento con respecto al trimestre anterior. Los alquileres más relevantes incluyen 9.135 metros cuadrados firmados con CCC (Facebook) y 1.141 metros cuadrados firmados con Dynatrace, ambos en Torre Glòries; 12.209 metros firmados con Tecnicas Reunidas en el Parque Empresarial Sanchinarro y 6.176 metros cuadrados firmados con Allfunds Bank en Avda de Burgos 210.

Se han firmado algunos alquileres relevantes con posterioridad al 30 de junio, por un total de 23.422 metros cuadrados, incluyendo el firmado con Oracle en Torre Glòries (3.385 metros cuadrados), y sendas cartas de intenciones en Torre Chamartín (6.046 metros cuadrados) y Muntadas I (9.586 metros cuadrados).

#### • Plan Landmark I

Se han producido avances significativos en la ejecución de las obras de Torre Glories. En Torre Chamartín se ha obtenido la licencia de primera ocupación. También se están terminando las obras de la fase 1 de Adequa.

#### Centros comerciales

## • Evolución del negocio

La cartera de centros comerciales ha experimentado una subida en rentas comparables del 3,2%, con un crecimiento de renta en las renovaciones del período de 3,4%. La ocupación del 88,2%, se encuentra temporalmente afectada por la ejecución del plan Flagship en Larios, Porto Pí y El Saler. De excluir este impacto negativo, la ocupación alcanzaría el 89,1%.

#### Plan Flagship

Gran progreso con la reforma del centro comercial Arturo Soria, con las obras del centro terminadas y únicamente pendiente de ciertas actuaciones en el parking. La moderna configuración, junto con la mejora de accesos y terrazas han tenido un impacto positivo en las ventas de los inquilinos, con un crecimiento del 7%. Las reformas en Larios también avanzan a buen ritmo, con casi una cuarta parte de las obras ejecutadas (apertura prevista para finales de año). El rompedor concepto creado para X-Madrid también progresa adecuadamente, esperando terminar las obras en el segundo trimestre de 2019. Se ha firmado ya la entrada de operadores innovadores como Ongravity, Crossfit, Brooklyn Boxing, Dock 39 y Levi's, situándose la pre comercialización en el 76%.

#### Logística

#### • Evolución del negocio

MERLIN continúa aprovechando su posición de liderazgo en este segmento, beneficiándose de un crecimiento de rentas en términos comparables del 7,8% y un crecimiento de renta en las renovaciones del 11,5%. La ocupación se mantiene en niveles muy altos (97,4%).



#### • Plan Best II

La ejecución del plan sigue su curso. El perímetro del plan Best II se está ampliando a través de adquisiciones selectivas en los principales hubs logísticos de Valencia y el País Vasco.

#### Creación de valor para el accionista

El valor de los activos ha alcanzado los 11.755 millones de euros, tras las valoraciones realizadas por CBRE y Savills. Lo anterior representa un crecimiento del 4,5% en el semestre, lo que refleja la creación de valor en la cartera a través de una intensa gestión de los activos y los planes de reposicionamiento en curso.

De acuerdo con las recomendaciones EPRA, el valor neto de los activos alcanza los 6.604 millones de euros, equivalentes a 14,06 euros por acción, lo que supone un crecimiento del 6,1% sobre el NAV por acción a cierre de 2017 (13,25 euros).

A través de una combinación de reparto de dividendos e incremento de valor, la Compañía ha generado un retorno total para el accionista de 501 millones de euros, lo que implica una rentabilidad implícita del 8,1% desde el comienzo del ejercicio y del 22,1% en el período interanual.

La Compañía ha reconfirmado su estimación de dividendo para 2018 en los 50 céntimos de euro.



#### Acerca de MERLIN Properties

MERLIN Properties SOCIMI, S.A. (MC:MRL) es la mayor compañía inmobiliaria cotizada en la Bolsa española, con una capitalización de más de 5.900 millones de euros. Está especializada en la adquisición y gestión de activos terciarios en la península ibérica, invirtiendo principalmente en oficinas, centros comerciales y plataformas logísticas en los segmentos Core y Core Plus. MERLIN Properties forma parte de los índices de referencia IBEX 35, Euro STOXX 600, FTSE EPRA/NAREIT Global Real Estate Index, GPR Global Index, GPR-250 Index y MSCI Small Caps.

Visite www.merlinproperties.com para obtener más información sobre la compañía.

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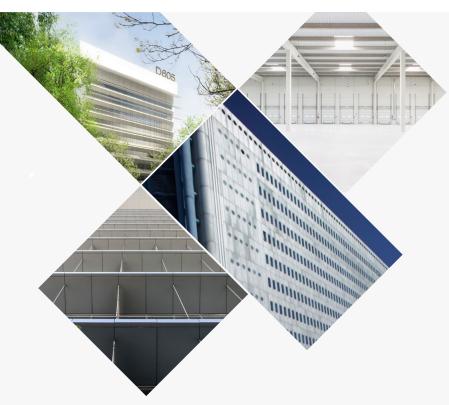




**MIGUEL OLLERO** GM / COO



**DAVID BRUSH** CIO



# **CONTENTS**

6M18 Financial results

Portfolio performance

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Logistics

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Closing remarks















# Financial performance

- +3.5% Rents YoY
- EPS up 8.6% YoY
- EPRA NAV per share up 18.2% YoY to € 14.06
- DPS guidance of € 0.50 per share reconfirmed
- TSR of 8.1% in the period (22.1% LTM)
- Leverage further reduced to 43.3%

## **Operating performance**

- Strong letting activity in the period: 473,473 sqm
- Strong momentum in rental growth across all categories
- Occupancy growing:
  - Offices: +84 bps to 87.9%
  - Retail: +19 bps to 89.1% (excluding Flagship execution capex)

## Value creation

- € 455m invested year to date (Almada + Zen + logistics)
- Divestment activity on track
- Good progress in Landmark I / Flagship / Best II





## **6M18 Financial Results**



# +18.2% increase in EPRA NAV per share and +8.6% in IFRS EPS YoY

(€ million)		6M18	6M17	YoY
<b>Gross Rents</b>		243.2	235.1	+3.5%
Net rents	·······	209.5	208.0	+0.7%
EBITDA <sup>(1)</sup>	Testa and Aedas service fee	···· 194.8 ······	······ 198.6	(1.9%)
FFO <sup>(2)</sup>	·	140.9	148.6	(5.2%)
AFFO		136.1	142.6	(4.6%)
IFRS net profit		457.6	421.4	+8.6%
EPRA NAV		6,603.8	5,585.9	+18.2%

## (€ per share)

FFO Recurring	0.30	0.32	(5.2%)
AFFO	On track 0.29	0.30	(4.6%)
IFRS EPS	0.97	0.90	+8.6%
EPRA NAV	14.06	11.89	+18.2%

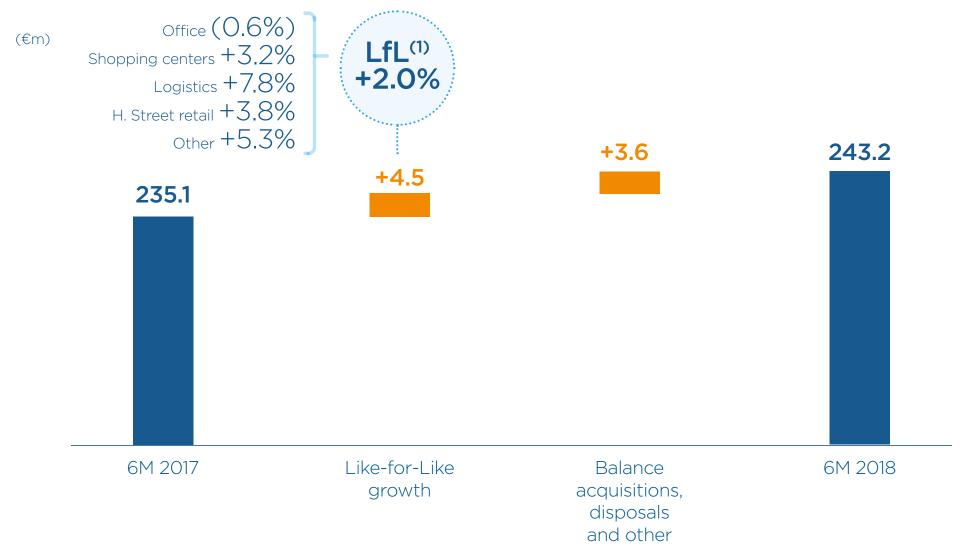
Source: Company

<sup>(1)</sup> Excludes non-recurring items (€ 0.8m) plus LTIP accrual (€ 21.9m)

<sup>(2)</sup> FFO equals EBITDA less net interest payments, less minorities, less recurring income taxes plus share in earnings of equity method



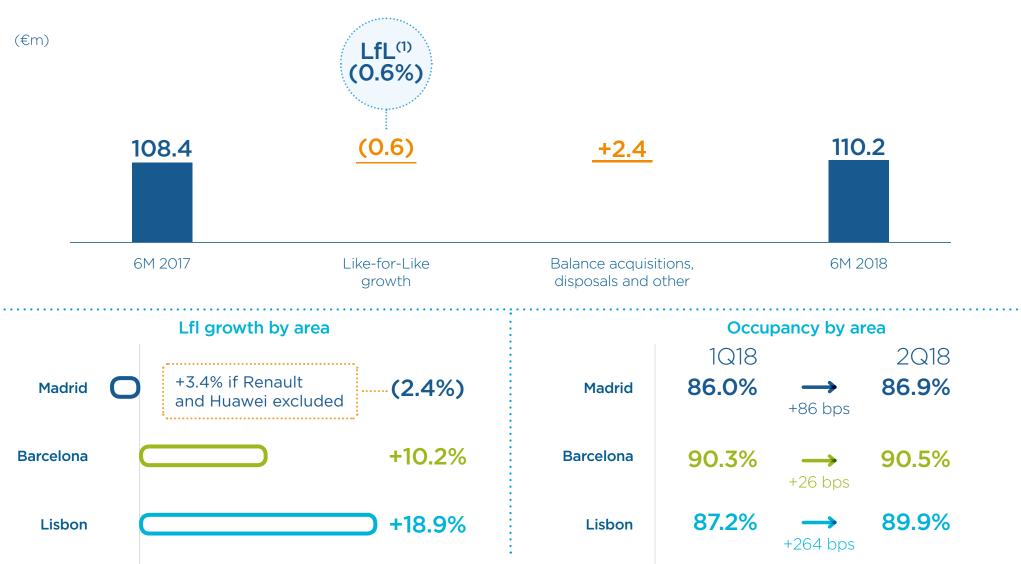
Robust LfL growth in all asset categories except offices, still penalised by the exits of Renault and Huawei. If excluded +4.4% LfL in offices and +4.3% overall





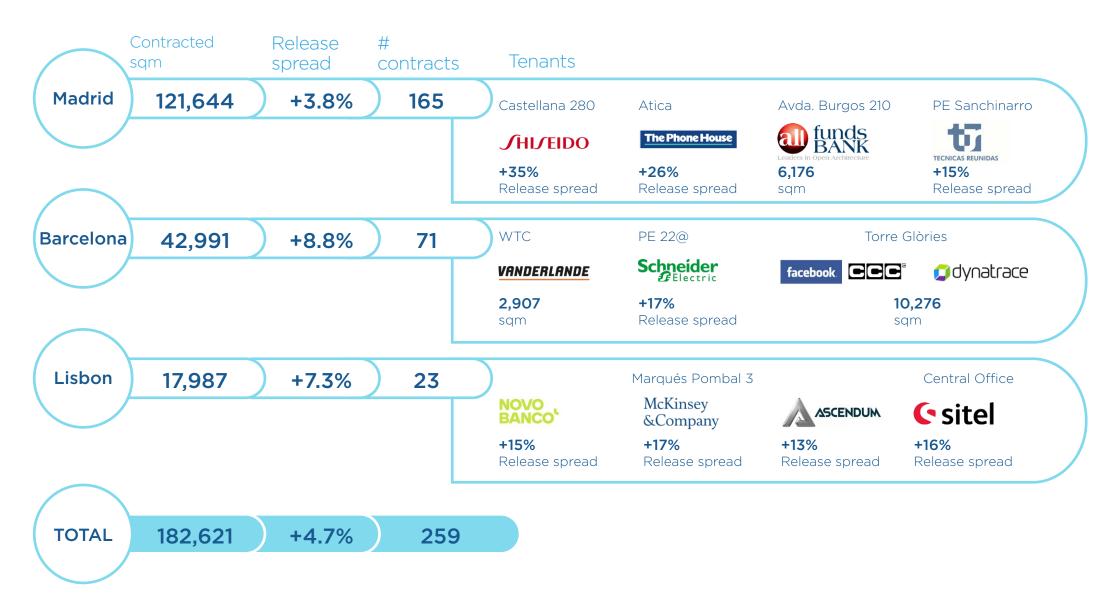


# Offices LfL affected by Renault-Adequa and Huawei-Las Tablas. If excluded +4.4% LfL





# Rental growth accelerating (+4.7% release spread vs +3.4% FY17)





## Roll out of Loom and launch of Twisttt



- Coworking spaces fostering the most innovative ecosystem
- Mono-tenant, third party buildings

# **Tapices**



- Unique asset enjoying 3,000 sqm of gardens in Madrid city centre
- 5 mins from Atocha station

1,100 sqm 175 desks

## **Huertas 11**



- Excellent location in the vibrant "Barrio de las letras" of Madrid
- 5 mins from Puerta del Sol

1,300 sqm 165 desks



- Coworking spaces in MERLIN buildings to enhance our offer and serve as expansion space for existing occupiers
- Appealing to entrepreneurs and SMEs

## Princesa 5



- One full floor featuring a 250 sqm spectacular terrace
- 2 mins from Gran Vía and Plaza España

1,100 sqm 146 desks

New flagship in Barrio de Salamanca (300 desks)

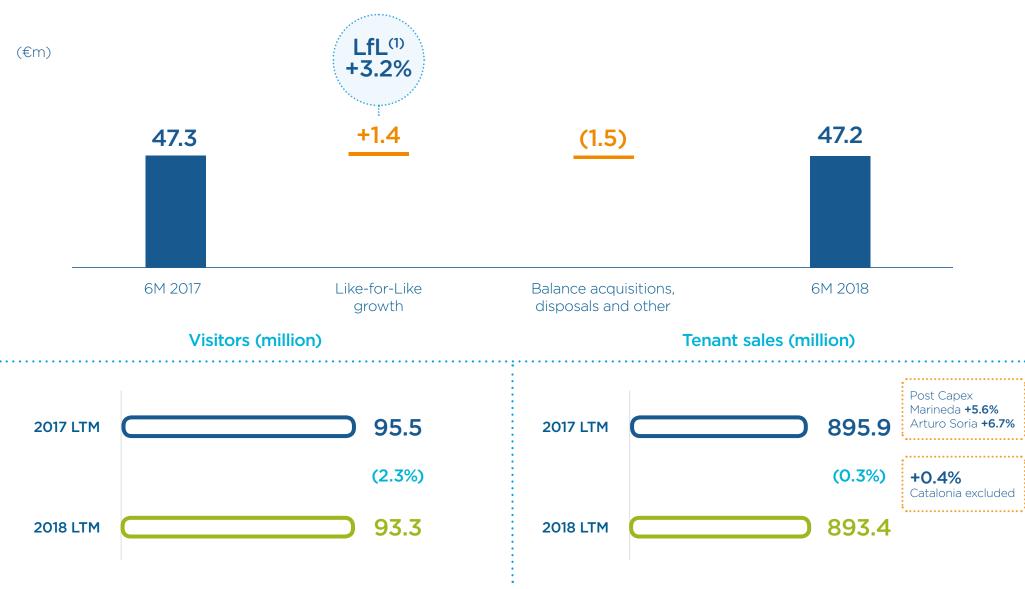
2 new locations before year end





# Steady LfL GRI growth in the porfolio.

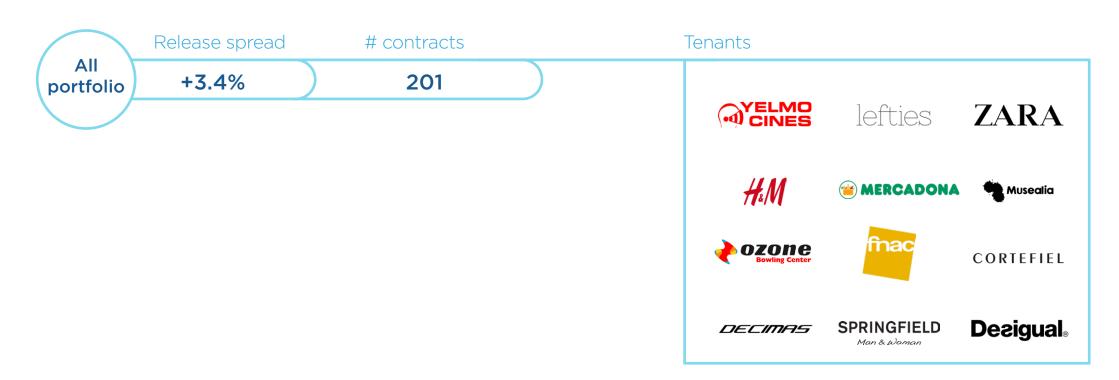
Footfall and sales affected by Flagship capex and Catalonia

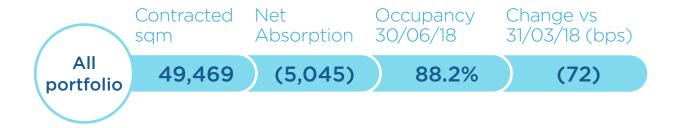


<sup>(1)</sup> Shopping centers portfolio in operation for the 6M17 (€ 45.2m GRI) and for the 6M18 (€ 46.7m GRI)



## Upwards trend in performance with a release spread of +3.4%





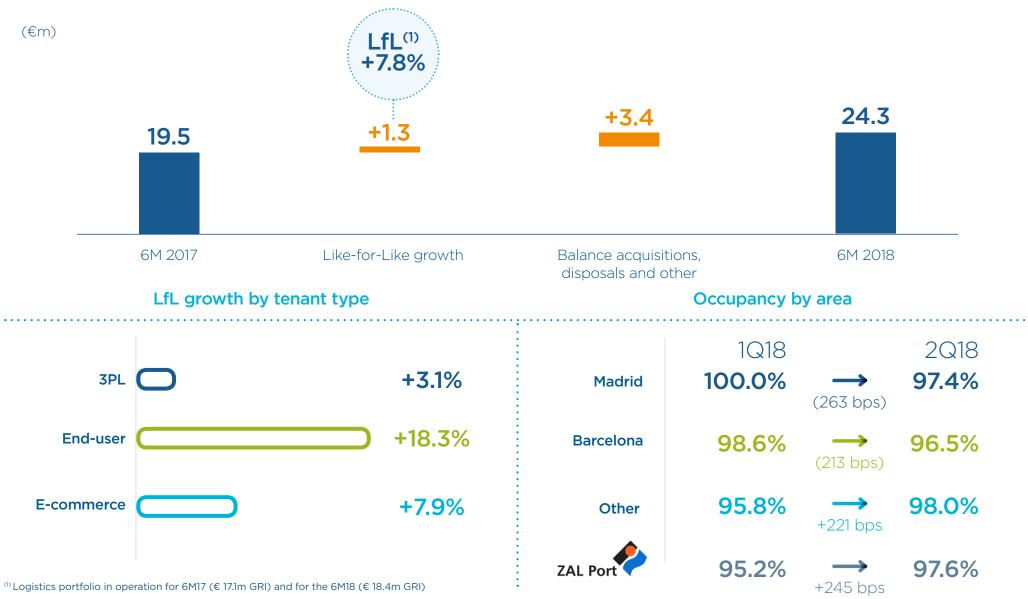
- 4,328 sqm of units<sup>(1)</sup> affected by Flagship Plan
- 89.1% occupancy if excluded





Significant LfL growth driven by meaningful increase in rents.

Temporary drop in occupancy due to the insolvency of one tenant in Madrid





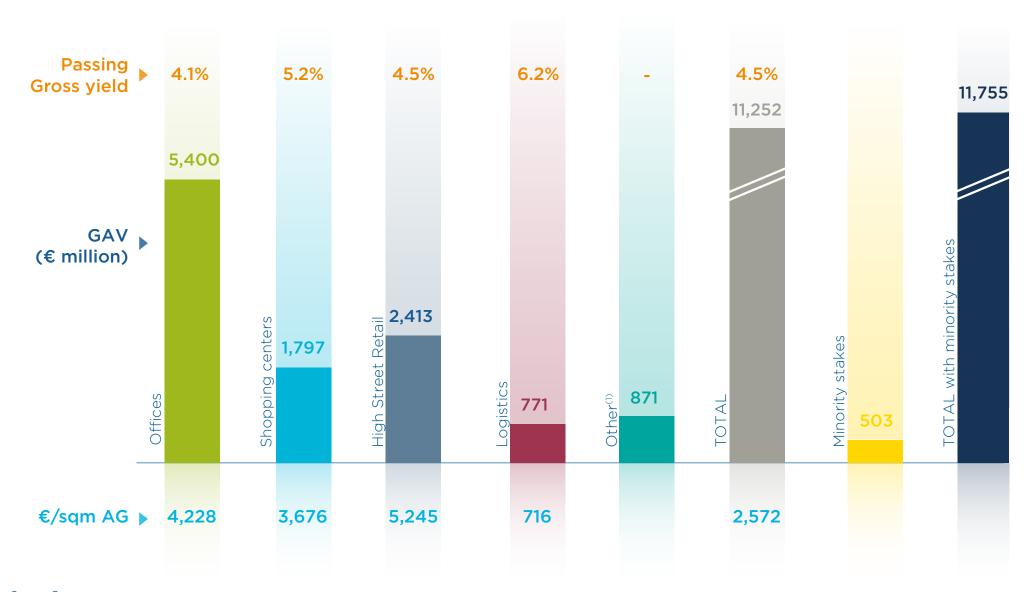
# Outstanding release spread in all markets (+13.4% all portfolio)

	Contracted cqm	Release spread	# contracts	Tenants			
Madrid	161,595	+9.2%	7	Ma	101	( —	
				THOUNT	LOGISTICS	GLS	DSV
Barcelona	43,378	+13.4%	8		To	<u> </u>	
				<b>IN</b> MOLENBERGNATIE	Reckitt Benckiser	Airpharm	zeLeris
Other	36,410	+15.9%	5				
				GEFCO	KUEHNE+NAGEL	RHENUS	ZARA
TOTAL	241,383	+13.4%	20				
ZAL Port	76,024	+11.9%	29	MAEKO	<b>P</b>		WORLD
				NAEKO LOGÍSTICS	KUEHNE+NAGEL	DB SCHENKER	DUTYFREE



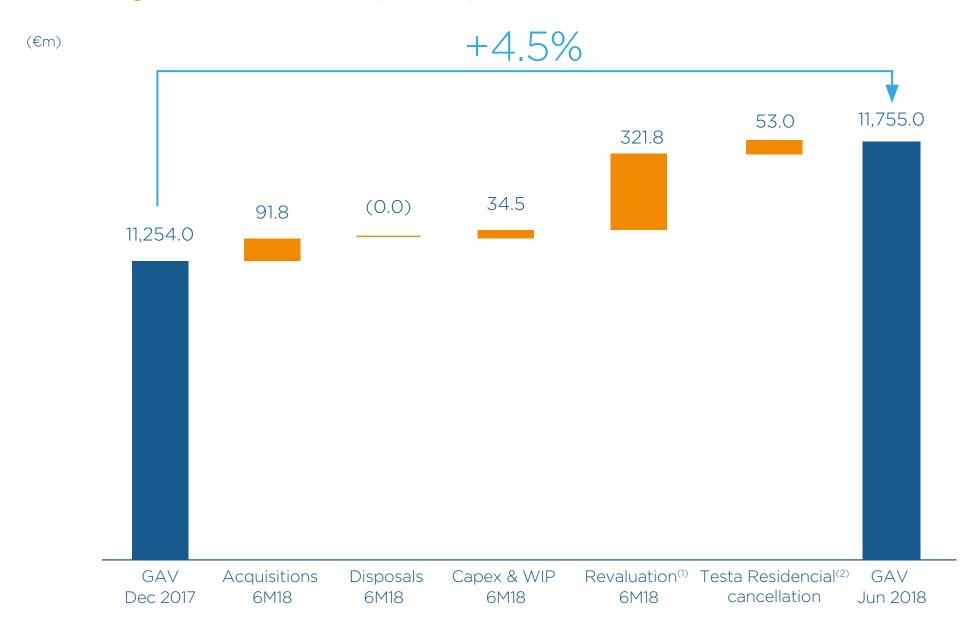


# Gross asset value approaching € 12bn





# +4.5% GAV growth in the semester (3.7% LfL)



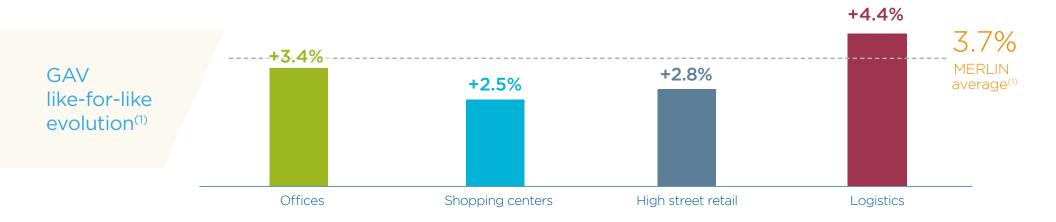
Source: Company

<sup>(1)</sup> Including off-balance sheet revaluations

<sup>(2)</sup> Net value change taking into account cancellation of management contract in exchange of higher ownership stake



# Appraisals reflecting market yields, rent evolution and progressive adaptation of the portfolio to market





<sup>&</sup>lt;sup>(1)</sup> GAV of WIP projects included under offices and logistics for LfL purposes. Including equity method



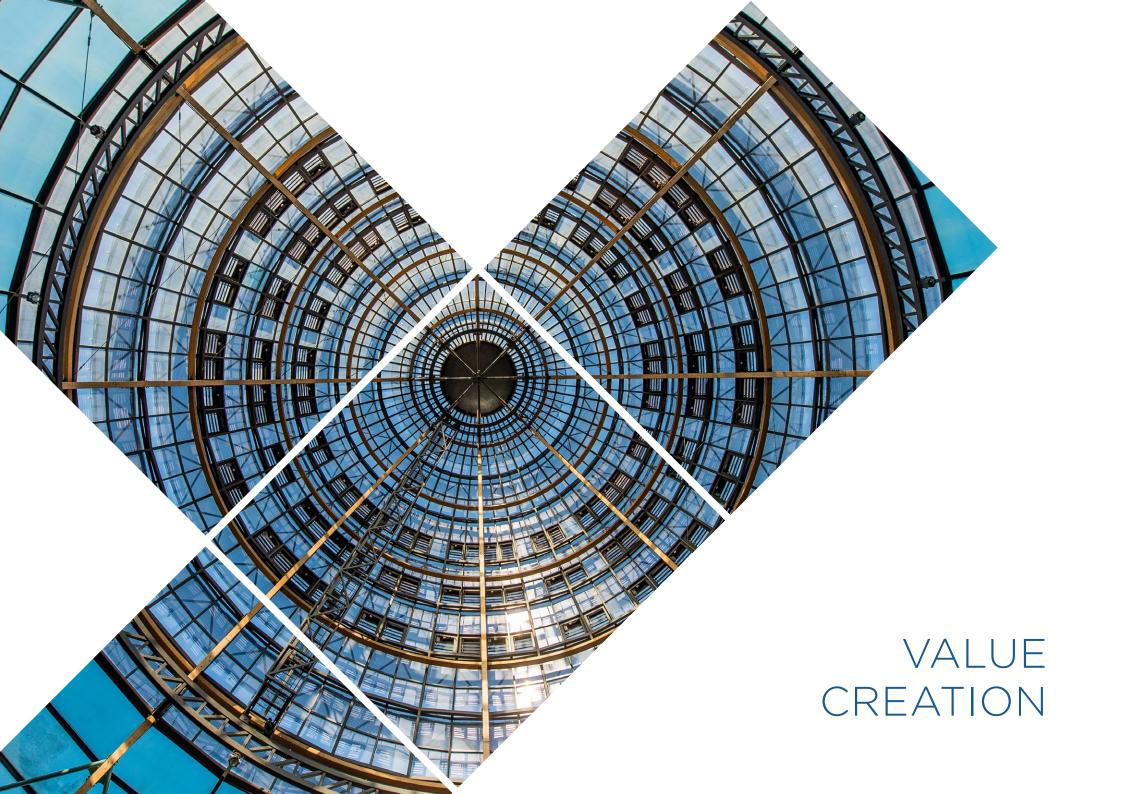
# Further leverage reduction. S&P has upgraded outlook to positive

(€ million)		30/06/2018	31/12/2017
Gross financial debt		5,282	5,413
Cash		190 <sup>(1)</sup>	509 <sup>(1)</sup>
Net financial debt		5,092	4,904
(Metrics)			
LTV		43.3%	43.6%
Average cost		2.21%	2.23%
Fixed interest rate		99.3%	98.6%
Average maturity (years)		5.7	6.1
Liquidity <sup>(2)</sup> (€ million)		610	929
	S&P Global Moody's	Rating BBB Baa2	Outlook Positive Stable

Source: Company

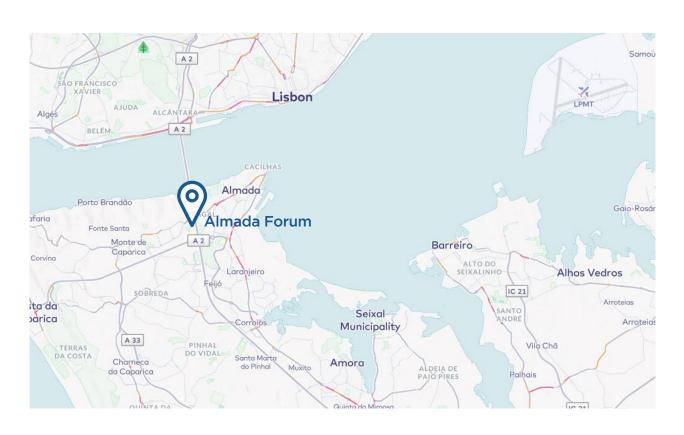
<sup>&</sup>lt;sup>(1)</sup> Including cash and receivable of hotels disposal (€ 50.8m)

<sup>(2)</sup> Including cash, receivable of hotels disposal and unused credit facilities





# Almada is one of Portugal's premier retail and leisure destinations



- **Undisputed dominant** shopping and leisure destination in the south bank of river Tagus in **Lisbon.**
- Almada is one of the most popular beach destinations in Lisbon for both tourists and residents. As a result, performance figures of Almada Forum are equally as strong in the summer months as they are at Christmas time.
- Easily accessible by car. Excellent visibility from the A2 motorway, connecting Lisbon to the southern parts of Portugal, and the highway
   IC20, connecting Lisbon to the popular beaches of Costa da Caparica.

Opened **2002** 

Tenants 285+

GLA<sup>(1)</sup> **81,951 sqm** 

Footfall 14.4 m

Catchment Occupancy 98%

8% € 24m

NRI **€ 23m**  ZARA

MANGO









# Almada is one of the Portugal's premier retail and leisure destination



Key growth drivers

- Reversionary potential
  - **73% of GRI** generated by tenants with leases signed in the economic downturn (2011)
- Variable rent increase
  - Sales up **+3.8% LTM**
  - Variable rent up +10.6% LTM
- Selected Capex initiatives
  - Update common areas and foodcourt
  - Digitalization



Enhancing MERLIN's retail profile

	Before Almada	After Almada
• Footfall	93.3m	107.7m
• Tenant sales	€ 893.4m	€ 1,094.1m
<ul> <li>Core dominant and urban increased share</li> </ul>	80%	85%





- Located in Dom Joao II, the main avenue in Parque das Nações in Lisbon
- Glass curtain wall design, raised floors, two terraces and excellent views over the Tagus river
- 100% let to best-in-class companies such as Danone and Motorola Solutions



- Located in the third logistics ring of Madrid (50 kms. from city center), which covers cross-national activity. Excellent accesses
- Ready-to-build land for the construction of 2 modules in a multi-purpose warehouse
- Suitable for 3PL operators, including 23 loading docks



- Development of a facility in the A-4 corridor, in an area with a clear deficit of modern logistics space suitable for 3PL operators
- The plot is located 36 kms from Madrid city centre, in Toledo-Seseña, in a very convenient location for the distribution of goods from Madrid to the south of Spain

GLA **10,207 sqm** GRI **€ 2.1m** Yield on cost **6.4%** 



GLA **21,544 sqm** ERV **€ 0.9m** Yield on cost **7.4%**  GLA **28,541 sqm** ERV **€ 1.1m** Yield on cost **8.1%** 





Gran Europa Portfolio

- Portfolio of 2 logistics assets:
  - · (i) 26,775 sqm in Vitoria-Jundiz fully let to DHL (under a Mercedes-Benz procurement contract)
  - · (ii) 15,075 sqm logistics asset in Cabanillas-Guadalajara, let to Jaguar Land Rover



- Valencia Ribarroja
- Most prime logistics axis in Valencia, where logistics are surging
- Privileged location in the junction between the A-3 and the A-7 and easy access to the Port of Valencia (15 minutes)

GLA **41,850 sqm** GRI € 1.4m Yield on cost 6.9%



GLA **35,000 sqm** ERV **€ 1.8m** Yield on cost 7.0%





- Phase I (floors 2-24) reaching completion
- Phase II includes floors 25-30, vertical communication and lobby to start in 3Q
- World-class observatory project defined.
   Negotiations underway with operator
- 46% of the office space let (excluding options)
- 7,764 sqm optioned (+26%)



- Opening license obtained in June
- Executed on time and on budget
- LEED Platinum certified
- 6,046 sqm engaged with top-tier multinational services company
- 2,122 sqm optioned (+12%)



- Refurbishment of former Renault and integration in the complex
- Separation of parkings, lobby, lighting and technical installations
- Works reaching completion (4Q18)
- 5,978 sqm let to Audi

GLA **37,614 sqm**Total cost **€ 167m**Yield on cost **6.5%** 



dynatrace



GLA 17,733 sqm Total cost € 62m Yield on cost 6.3%



GLA **27,399 sqm** Cost **€ 3m** 









- Groundbreaking shopping center focused on experiences and cutting edge retailers
- Works advancing (nearing 20%) with completion scheduled for 2Q19
- Successful pre-commercialization of 76%

















GLA **47,424 sqm** Cost **€ 32m** Yield on cost **8%** 



- Deep renovation of façade, common areas, terraces and parking
- Only pending terraces and parking (works to resume after summer)
- Recent leases signed



GLA **6,959 sqm**Cost **€ 4.7m**Tenant sales **+7% after refurb**Yield on cost **>9.0%** 





- Acquisition of 3<sup>rd</sup> party owned units (+16,500 sqm GLA) and subsequent full refurb
- Repurpose hypermarket and cinema spaces to fashion and restaurants, respectively
- Scope of works expanded to enhance public plaza entrance and LED screens in façade

GLA **37,958 sqm**Cost **€ 23m (capex) € 20m (units acquired)**Yield on cost **>5.7%** 





- Financial performance
- Solid set of results delivering excellent return to shareholders (TSR +8.1%YTD)
- Steady growth in EPRA NAV per share (€ 14.06, +6% vs 31/12/17)
- DPS guidance of € 0.5 per share (+9% YoY) reconfirmed
- LTV reduced to 43.3%

- Business performance
- Offices. Rental growth accelerating and occupancy close to overcome Renault and Huawei impacts
- Shopping centers. Stable growth in rents. Performance temporarily affected by Flagship execution
- Logistics. Market remains very strong. MERLIN best placed company to capture future growth

Value creation

- Asset recycling. Investment target for the year close to completion.
   Divestments on track. Almada, a superb quality asset added to MERLIN's retail portfolio
- Landmark I Plan. Excellent leasing activity in both Glòries and Chamartin
- Flagship Plan. X-Madrid delivering high pre-let levels / Arturo Soria and Marineda tenant sales up 7% and 6% respectively after refurb completion
- Best II Plan on track and further expanding through acquisitions in the main logistics hubs of Valencia and The Basque Country



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