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# TO THE NATIONAL SECURITIES MARKET COMMISSION (COMISIÓN NACIONAL DEL MERCADO DE VALORES)

Merlin Properties, SOCIMI, S.A. ("MERLIN"), in compliance with article 82 of Law 24/1988, of July 28, on the Securities Market, notifies the following

## **RELEVANT INFORMATION**

- (i) Today MERLIN has published its results for the first six month period of 2015, which have caused the relevant fact number 227859.
- (ii) MERLIN will hold tomorrow, Tuesday 1 September 2015, at 15:00 Madrid/CET, an investor call with analyst and institutional investor which can be followed on line, through audio and video conference, with the following *link* and access code:

# Webex Link:

https://merlinproperties.webex.com/merlinproperties/onstage/g.php?MTID=edaa5c468281eba4a2c3 33e42090d3b62

# Voice

Passcode: 13472076

## Dial-in numbers:

Spain +34 91 414 3680 France 0800947320 Germany 08005893472 UK +44 (0) 1452 557851 US 18666654042

(iii) The presentation to be used for the purpose of the investor call **is attached to this relevant fact** and will be also made available through the MERLIN corporate site (www.merlinproperties.com).

Madrid, 31 August 2015.

Merlin Properties SOCIMI, S.A.



# MERLIN PROPERTIES

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# Presenting team



ISMAEL CLEMENTE CEO



DAVID BRUSH



MIGUEL OLLERO CFO / COO



1. Financial highlights.

A strong performance

2. The portfolio.

High yielding and gaining diversification

3. Acquisitions.

Accretive investments

4. Testa update

Acquisition ahead of timeline

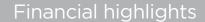




Assets 906	GLA 758k sqm	GAV € <b>2,861</b> m	Lfl GAV Growth +3.6% vs Dec-14
GRI € <b>134.6</b> m Annualized	NRI € <b>130.2</b> m Annualized	EPRA 5.58% Gross Yield	EPRA 5.40% Net Yield
1H 15 € <b>65.4</b> m Gross rents	1H 15 € <b>42.4</b> m Recurring FFO	June 30 27.7% LTV	EPRA 10.64 NAV / share <sup>(1)</sup>

<sup>&</sup>lt;sup>1</sup> Shares outstanding as of 30 June 2015 amount to 193.8 million







# Outstanding gross-to-net ratio drives the strong cash flow generation in the period



<sup>&</sup>lt;sup>1</sup> Gross rents net of incentives and collection loss

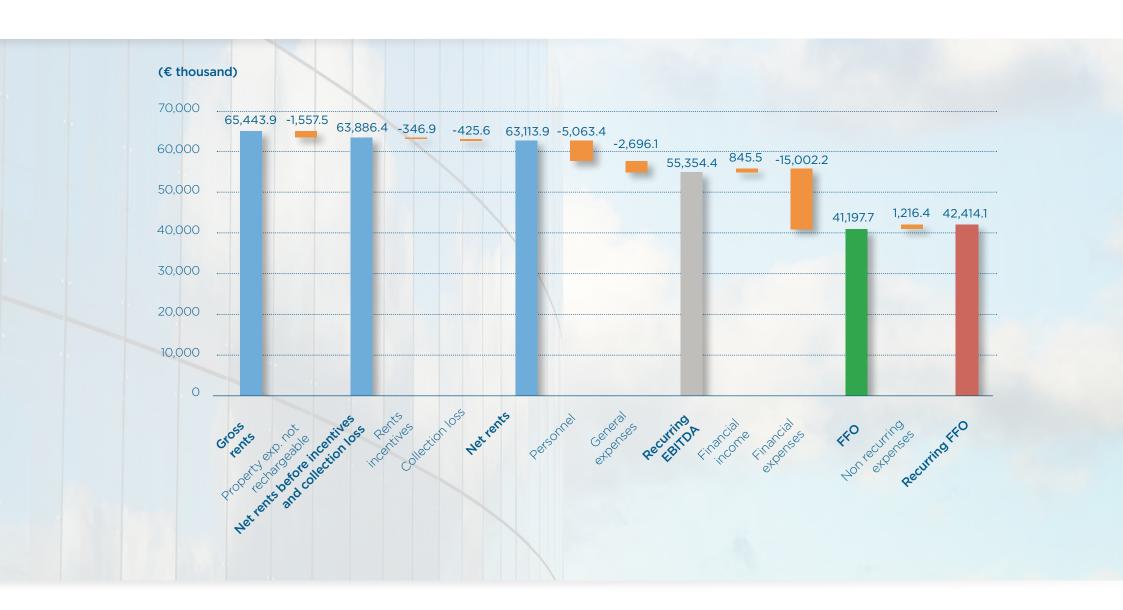
<sup>&</sup>lt;sup>2</sup> Annualized gross rents and net rents have been calculated as passing gross / net rent as of June 30st, multiplied by 12

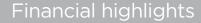
<sup>&</sup>lt;sup>3</sup> Recurring funds from operations includes recurring rents less recurring expenses less recurring net financial expenses

<sup>&</sup>lt;sup>4</sup> FFO equals recurring FFO less expenses associated with the acquisition of companies and one-off financing expnses

<sup>&</sup>lt;sup>5</sup> Shares outstanding as of 30 June 2015 amount to 193.8 million









# Financial discipline and proactive management of the capital structure leads to healthy financial ratios

		June 2015	December 2014	
Consolidated balance sheet	Total assets	€ 3,294 m	€ 2,417 m	
	Total equity	€ 2,042 m	€ 1,309 m	
	Portolio value	€ 2,861 m	€ 2,232 m	
	Gross financial debt	€ 1,192 m	€ 1,010 m	
	Cash	€ 400 m	€ 153 m	
	Net financial debt	€ 792 m	€ 857 m	
	Net LTV	27.7%	38.5%	
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Cost of debt
Until end 2017: 3.8%

From end 2017: 2.7%

Av. maturity
9.0 years

% Hedged **95.5**%

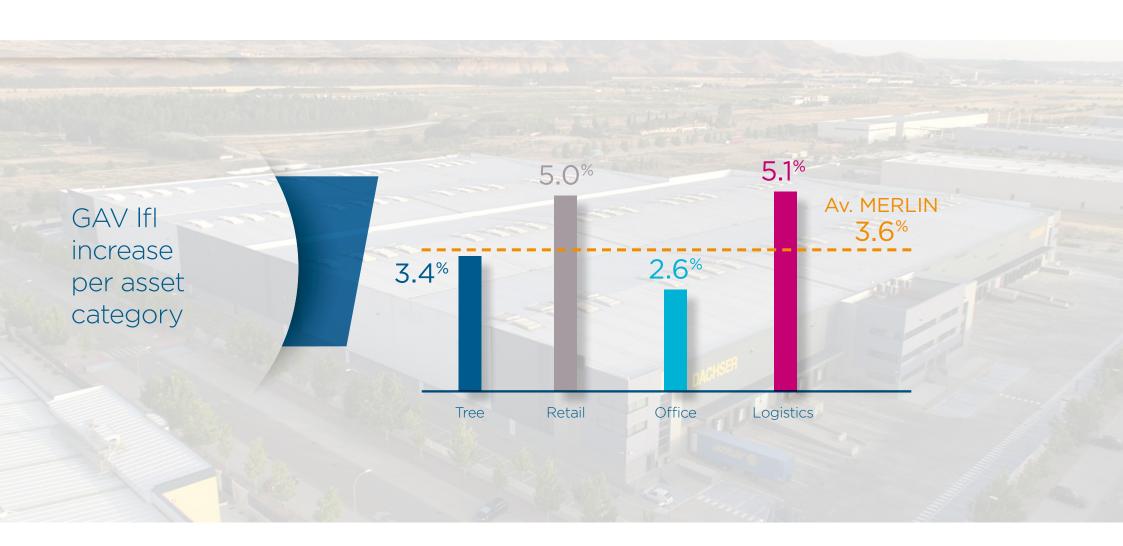




GAV increase mostly driven by a prudent yield compression (20 bps) with potential room for further capital value growth











# MERLIN commercial real estate portfolio is the highest yielding in the Spanish listed market

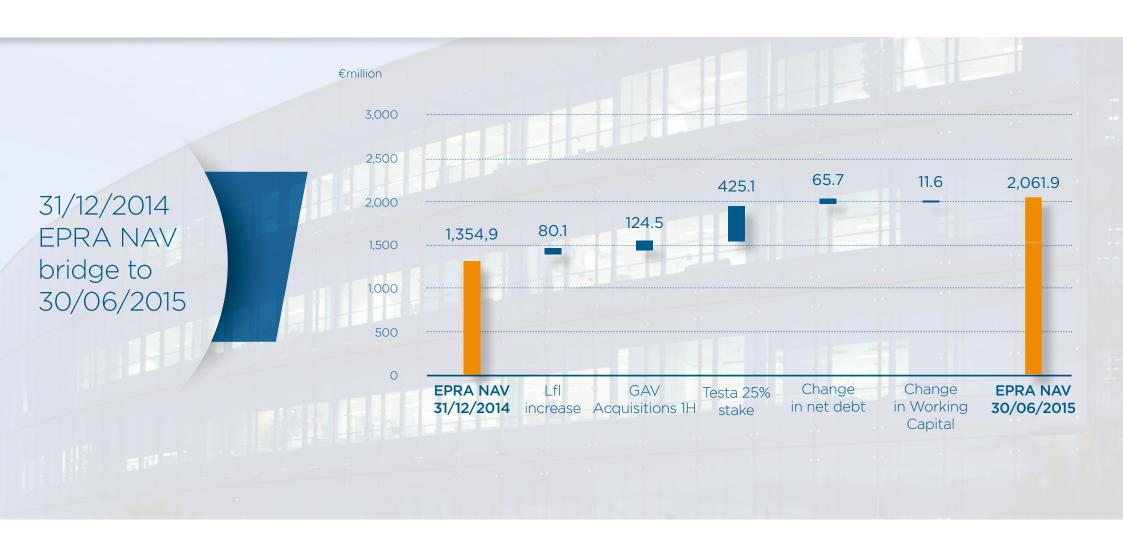
		June	e 2015	Decem	ber 2014
		€ m	Per share <sup>3</sup>	€ m	Per share <sup>3</sup>
	EPRA earnings	€ 44.8 m	€ 0.23	€ 20.4 m	€ 0.16
EPRA	EPRA NAV	€ 2,062 m	€ 10.64	€ 1,355 m	€ 10.49
performance	EPRA NNNAV	€ 2,018 m	€ 10.41	€ 1,286 m	€ 9.96
metrics	EPRA net initial yield <sup>1</sup>	5.40 %		5.86 %	
	EPRA "topped-up" NIY <sup>2</sup>	5.46 %		5.93 %	
	EPRA vacancy	4.2%		3.4%	

<sup>&</sup>lt;sup>1</sup>Calculated as annualized net rents after incentives and collection loss (passing net rents as of June 30, multiplied by 12), divided by commercial portfolio GAV

<sup>&</sup>lt;sup>2</sup> Adjustment to the EPRA Net Initial Yield in respect of the expiration of rent-free periods (or other unexpired lease incentives such as discounted rent periods and step rents)

<sup>&</sup>lt;sup>3</sup> Outstanding shares as of December 2014 is 129.2m and as of June 2015 is 193.8m





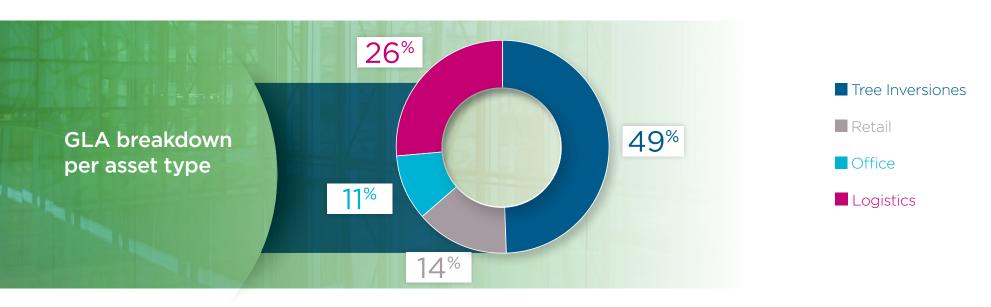


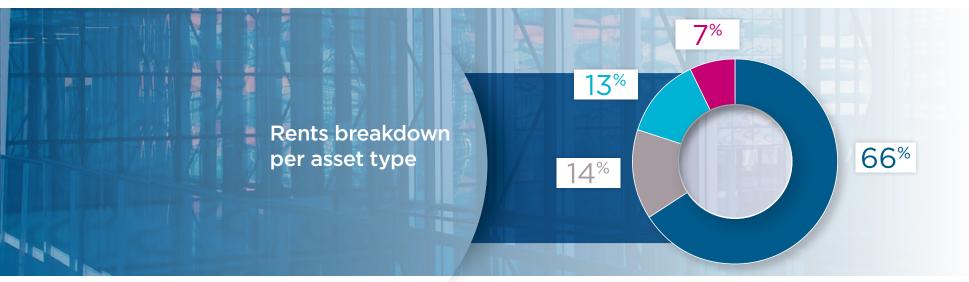
# The portfolio





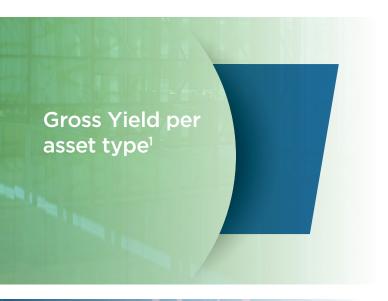


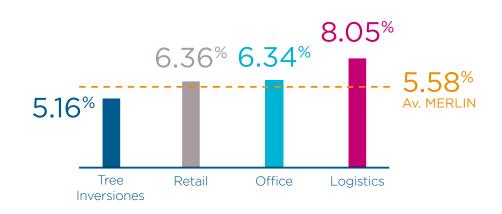




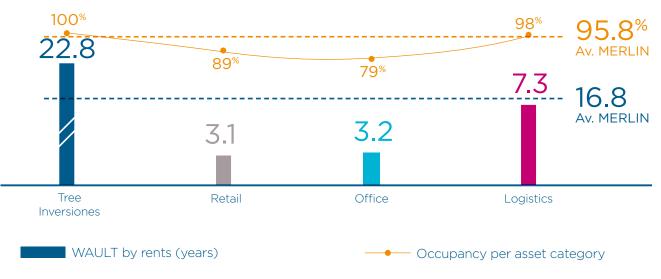












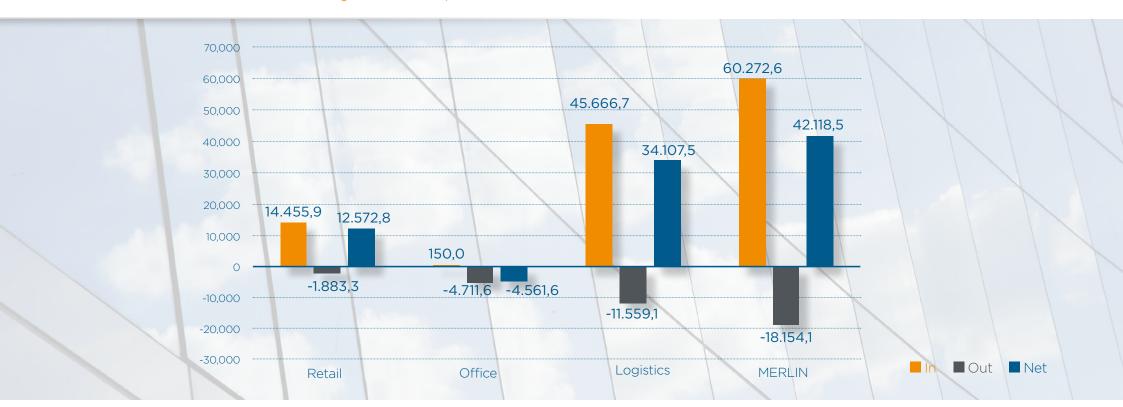
<sup>&</sup>lt;sup>1</sup> Gross yield is calculated dividing annualized gross monthly rents by GAV, as per Savills valuation of June 30, 2015

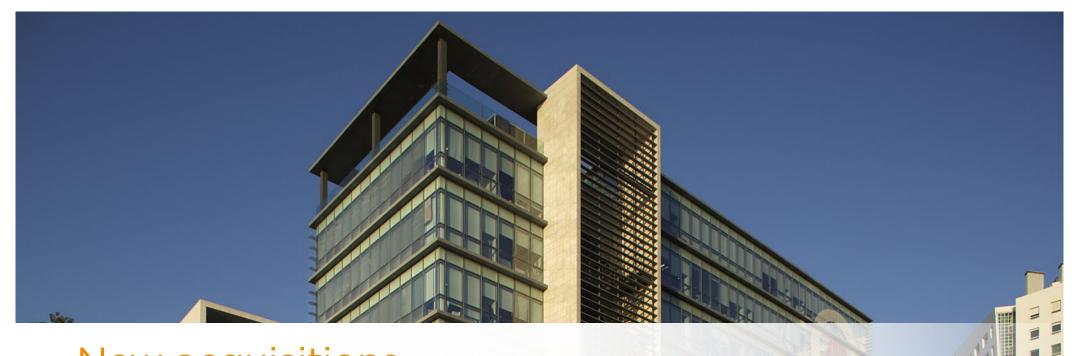
<sup>&</sup>lt;sup>2</sup> WAULT by Rents means the weighted average unexpired lease term, calculated as of 30 June 2015



# 60k sqm signed (49k sqm new contracts and 11k sqm renewals)

- Marineda occupancy increasing after positive take-up in the period.
- Grade A logistics operator signed in Cabanillas (forward-purchase), well ahead business plan timeline, proving the excellent location and high logistics demand in the area.
- Negative take-up in office is mostly explained by the early termination of Sharp (3k sqm) due to their internal restructuring process. Rents from exit until first break option (March 17) has been paid by the tenant (€1.3 million), and has been relocated to 863 sqm in floor 4 (enclosed space very difficult to let). Another tenant left following a takeover process.





# New acquisitions



# Alcalá

# Office - Madrid







# DESCRIPTION

Office building located in the heart of Madrid, in Alcalá 38–40 street, in an excellent location, at the junction of the renowned streets of Alcalá and Gran Via, in an area known for its high density and retail concentration. This area is currently undergoing a remarkable redevelopment alongside the Canalejas project, which is taking place in the site of the former Banco Santander headquarters. The building has a GLA of 9,315 sqm, and is fully let to the Home Office.

# **KEY FACTS**

- 100% Percent Ownership
- Freehold
- 9,315 sqm

- 100% Occupancy
- €1.9M Annual GRI
- 1.8 years Wault<sup>2</sup>

No of tenants



# LOCATION





Annualized 2015 GF

<sup>&</sup>lt;sup>2</sup> Weighted average unexpired lease term calculated as from June 30, 2015

# Logistics - Madrid







# **DESCRIPTION**

Logistics warehouse located in Madrid, in the Logistics Transport Centre in Coslada, a consolidated logistics area, known for its excellent connection to the A-2 highway and proximity to Madrid (18 kms.) and airport (7 kms.). The asset has a GLA of 28,490 sqm, fully let to Azkar (subsidiary of Dachser, one of the leading logistics operator in Europe).

# **KEY FACTS**

- 100%
  Percent Ownership
- Freehold
- 28,490 sqm
- 100% Occupancy
- €1.4M Annual GRI
- 5.1 years Wault<sup>2</sup>

No of tenants









Source: Company

<sup>&</sup>lt;sup>2</sup> Weighted average unexpired lease term calculated as from June 30, 2015

# Logistics - Madrid







Logistics warehouse located in Madrid, in the Meco industrial area, a consolidated logistics area, known for its excellent connection to the A-2 corridor. The asset has a GLA of 35,285 sqm, fully let to Azkar (subsidiary of Dachser, one of the leading logistics operator in Europe).



- 100%
  Percent Ownership
- Freehold
- 35,285 sqm
- 100% Occupancy
- €1.8M Annual GRI¹
- 4.3 years Wault<sup>2</sup>

No of tenants













Annualized 2015 GR

<sup>&</sup>lt;sup>2</sup> Weighted average unexpired lease term calculated as from June 30, 2015

# Office - Lisbon







- <sup>1</sup> Annualized 2015 GRI,
- <sup>2</sup> Weighted average unexpired lease term calculated as from June 30, 2015

# DESCRIPTION

The property, built in 2007, under a project signed by Broadway Malyan, comprises a total of **6,740 sqm of GLA** including retail on ground floor and office accommodation above (7 upper floors). The building is L shaped in configuration and has a glazed façade, compliant with the **most demanding office standards**. The building is **fully leased to Novabase**.

Located in the Expo area, the building has an outstanding visibility, being situated next to the Vodafone headquarters, the Lisbon Casino, and Vasco da Gama Shopping Centre. The asset benefits from excellent communications, situated less than 200 meters from one of the country's largest regional transport centers, Gare do Oriente Interchange Station (metro, bus and train) and 5 minutes-drive to the airport.

# **KEY FACTS**

- 100% Percent Ownership
- Freehold
- 6,740 sqm
- 176
  Parking spaces
- 100% Occupancy
- €1.4M Annual GRI

- 3.9 years Wault<sup>2</sup>
- No of tenants





# Caprabo

# Retail - Cataluña





# THE COMPANIES

# Source: Company <sup>1</sup> Annualized 2015 GRI

# DESCRIPTION

33 supermarkets long-term leased to Caprabo. The portfolio comprises 19 urban street retail supermarkets and 14 suburban big boxes.
71% of rents of the portfolio are in Barcelona and the remaining 29% in Tarragona, Lérida and Gerona. Caprabo has been operating the supermarkets for over 22 years on average.

# **KEY FACTS**

- 100% Percent Ownership
- Title Freehold
- 64,242 sqm
- 100% Occupancy
- €6.9M Annual GRI¹
- 8.1 years

No of tenants





# Guadalajara - Cabanillas

# Logistics - Guadalajara





- Turn-key acquisition.
- Delivery of finished warehouses by December 2016.
- 18 months rental guarantee after delivery.
- One facility leased in July, well ahead timeline, proving location and logistics demand in the area.

## DESCRIPTION

**3 logistics facilities** with a total G.L.A. of 103,519 sqm located in Cabanillas (third ring of Madrid - 50kms.), in the so-called "Corredor de Henares", the **largest logistic hub in Spain,** comprising more than 15 municipalities and 70 km of logistic activity. The assets will benefit from a good accessibility from A-2 highway and R-2 radial.

# **KEY FACTS**

- 100% Percent Ownership
- Freehold
- €3.9 M Annual GRI

• 100%

Occupancy

• 103,519 sqm









	A SA			
	Phase 1	Phase 2	Phase 3	
Stake acquired <sup>1</sup>	25%	25.1%	49.5% 23% pending completion (not later than 30 June 2016)	
Consideration	€431 million Capital increase at Testa fully subscribed by Merlin	€861 million Acquisition of secondary shares from Sacyr	€694 million Acquisition of secondary shares from Sacyr	
Timing	Completed	Completed on 23 July 2015	26,9% completed on 12 August 2015. 77.01 % owned	
Other	€186 million of incremental cash remains at Testa post capital increase	Triggers launch of mandatory tender offer for 0.4%² (post-money)  Registration with CNMV on August 24	Completion of the acquisition of 100% stake of Sacyr in Testa and merges into MERLIN	
	Done	Done	Near future	

<sup>&</sup>lt;sup>1</sup> Post-money

<sup>&</sup>lt;sup>2</sup> Mandatory takeover bid over approximately 0.4% of Testa's issued share capital in accordance with applicable takeover regulations in Spain at a price per share which is expected to be around €13.54, subject to approval by the CNMV



GL 1,044		Occupancy 93.3%	GAV € <b>3,202</b> m	1H 215 49k Leases
GF € <b>157</b> Annua	.9m	NRI € <b>147.8</b> m Annualized	EPRA 5.49% Gross Yield	EPRA 5.14% Net Yield
1H € <b>78.</b> Gross	<b>9</b> m	1H 15 € <b>68.4</b> m EBITDA	June 30 45.8% LTV	EPRA 10.64 NAV / share(1)

Source: Testa 2015 first half results presentation

<sup>&</sup>lt;sup>1</sup> Shares outstanding as of 30 June 2015 amount to 153.9 million

