

## FOR INFORMATION PURPOSES ONLY. Spanish Version prevails.

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

MERLIN Properties, SOCIMI, S.A. ("MERLIN"), in compliance with the applicable legislation, hereby notifies the following

## RELEVANT INFORMATION

MERLIN will hold a conference call with analysts and institutional investors, tomorrow, <u>Wednesday 31 July, 2019, at 3 p.m. Madrid/CET time</u>, 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=e 2b5880788b4944e740d88a1ee5a3020e

Event number: 6268118

Participant Dial in numbers:

Spain: +34 914143675

UK: +44 (0) 2071 928338 Germany: 08007234756

France: 0805101465 US: +1 877 8709135

Attached you will find the press release and supporting documentation for the presentation that is also available on MERLIN's corporate website (<a href="https://www.merlinproperties.com">www.merlinproperties.com</a>)

Madrid, July 30<sup>th</sup> 2019.

MERLIN Properties SOCIMI, S.A.





## Strong growth in the operating profit during the first half

- Gross rents: € 262.7 million (+8.0% vs YoY)
- Operating profit ("FFO"): € 157.2 million (+11.6% YoY)
- NAV per share: € 15.11 (+7.5% vs Dec-2018)
- Pay-out guidance for 2019 reconfirmed: € 0.52 per share
- Operating profit exceeds € 157 million (equivalent to € 33 cents per share), a strong 11.6% increase year on year.
- Excellent business performance, with increases in the occupancy rate, LfL rents and positive release spreads in all asset categories.
- MERLIN announces the acquisition of a land plot to develop a 93,000 sqm extension of the successful Cabanillas Park I which will become the largest logistics park in Madrid with 320,000 sqm.

Madrid, 30 July- MERLIN Properties has released its 6M 2019 consolidated financial statements with total revenues of € 265.2 million, EBITDA of € 210.4 million, FFO (EBITDA less interest) of € 157.2 million and consolidated net earnings in accordance with IFRS of € 262.0 million, not comparable YoY due to the non-recurring items recorded in 6M18 (extraordinary gain related to the capitalization of Testa Residencial service contract, asset revaluation and changes in value of financial instruments). Excluding non-recurring items, net earnings amounts to €124.3m, a 22% increase year on year (€ 101.9 million in 6M 2018). The occupancy of the portfolio stands at 92,9%.

The gross asset value (GAV) of the portfolio amounts to  $\le$ 12,375 million, up 5.3% during the last year. EPRA NAV amounts to  $\le$  7,097 million or  $\le$  15.11 per share, up 7.5% during the last year.

On April, MERLIN completed the refinancing of its existing term loan and revolving credit facility (RCF) through a  $\in$  1.55bn ESG indexed financing, being the largest of its kind in the European REIT spectrum. The facility consists of a  $\in$  850m term loan and a  $\in$  700m RCF. MERLIN has also signed a  $\in$  67.9m secured bank loan on 7 logistics assets. As a result, average cost of debt has been reduced (2.04%) and average maturity extended (6 years), having closed the semester with a 41% LTV ratio.



Press release
30 July 2019

## Offices

## • <u>Business per</u>formance

Strong performance with an 8.3% like-for-like rent increase, which reflects both the occupancy increases and the consistent positive release spreads achieved during the last twelve months. The release spread has been 5.0% in Madrid, 14.9% in Barcelona and 10.5% in Lisbon. Occupancy stands at 90.3%, which represents an increase of 86 bps versus December 2018 and a significant increase compared to 6M 2018 (+243 bps).

## • Landmark Plan I

Torre Chamartin has had an excellent semester in terms of commercialization. MERLIN has signed 8,487 sqm in the tower, including the extension with Deloitte of 6,365 sqm (plus the option to extend an additional 2,121 sqm) bringing the occupancy rate to 83% (94% if extension executed).

Torre Gloriès has also had an excellent semester in terms of commercialization, leasing 11,807 sqm and achieving the full occupancy in the tower. The observatory project, located in the top two floors, has been launched. It will offer a unique experience featuring content developed by Meadiapro.

## Shopping Centers

### Business performance

The shopping center portfolio continues performing satisfactorily in a semester in which both the tenant sales and the footfall of the portfolio have experienced a positive trend. Regarding rents, the LfL increase stood at +3.9% and release spread at +2.9% during the last twelve months. Occupancy rate has increased significantly, to close the semester at 92.6%, 163 bps above December 2018 and 449 bps above last year figures.

## • Flagship Plan

Larios refurbishment is paying off. All the renewed space is already let, having signed contracts with Primark, which will open its largest store in a shopping center in Spain (8,282 sqm), or Zara, which has extended its unit to 4,273 sqm. X-Madrid keeps adding tenants to this revolutionary concept, reaching a 92% pre-commercialization level. Both projects will open in October.



Press release
30 July 2019

## Logistics

## • Business performance

Solid rental growth, both in terms of Like-for-like growth (+6.2%) and in release spread (+5.0%) during the last twelve months. Occupancy rate remains at the same level as in the first quarter of the year, at 95.7%.

## • Best Plan II&III

Great semester in terms of pre-commercialization of the assets included in Best II & III. During the second quarter and until today, MERLIN has signed 164,286 sqm in new leases. MERLIN has signed the largest ever logistics lease in Spain, with 98,757 sqm, with Carrefour in Guadalajara-Azuqueca II. This turnkey project will be delivered at the beginning of 2021, featuring state-of-the-art specifications. Carrefour will cover national distribution of non-consumable goods from this core hub. MERLIN has also been signed the entire lease-up of Valencia-Ribarroja (part of Best III) to Dachser, in a turnkey project scheme of 34,992 sqm, and 21,879 sqm with Logisfashion in Guadalajara-Cabanillas III.

### Value created to shareholders

The gross asset value of the portfolio now stands at 12,375 million, after the appraisals performed by CBRE, Savills and JLL. This represents a 5.3% increase compared to one year ago. In accordance with EPRA standards, net asset value amounts to  $\in$  7,097 million, equivalent to  $\in$  15.11 per share, representing a 7.8% versus one year ago.

Through a combination of dividends and value growth, the Company has created value to shareholders for an aggregate amount of  $\in$  707 million, delivering an implicit total shareholders return of 11.0% during the last twelve months.

The Company has reconfirmed the dividend pay-out guidance of € 52 cents for 2019 (+4% versus 2018).



Press release

30 July 2019

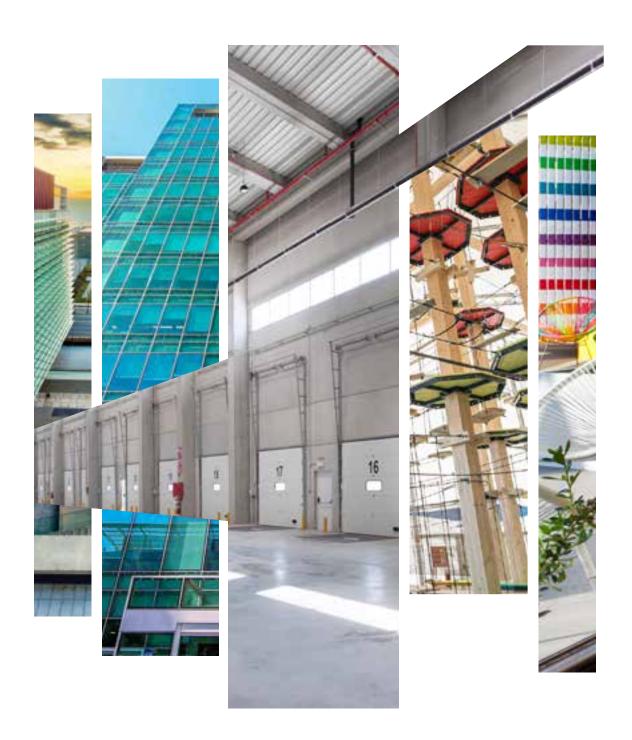
## **About MERLIN Properties**

MERLIN Properties SOCIMI, S.A. (MC:MRL) is the largest real estate company trading on the Spanish Stock Exchange, with a market capitalization exceeding 5,800 million euros, specialized in the acquisition and management of commercial property in the Iberian region. MERLIN Properties mainly invests in offices, shopping centers and logistics facilities, within the Core and Core Plus segments, forming part of the benchmark IBEX-35, Euro STOXX 600, FTSE EPRA/NAREIT Global Real Estate, GPR Global Index, GPR-250 Index, and MSCI Small Caps indices.

Please visit www.merlinproperties.com to learn more about the company.

For further information please contact:

Nuria Salas, nsalas@tinkle.es, +34 629 56 84 71 Sarah Estébanez, sestebanez@tinkle.es, +34 636 62 80 41 Iris Ancares, iancares@tinkle.es, +34 607 94 70 96



# 6M2019 RESULTS PRESENTATION

31 July 2019



## **DISCLAIMER**



This presentation has been prepared by MERLÍN Properties, SOCIMI, S.A. (the Company) for informational use only.

The information contained in this presentation does not purport to be comprehensive or to contain all the information that a prospective purchaser of securities of the Company may desire or require in deciding whether or not to purchase such securities, and has not been verified by the Company or any other person. The information contained in this document is subject to change without notice. Neither the Company nor any of affiliates, advisors or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of any information contained or referred to in this document. Each of the Company and its employees, officers, directors, advisors, agents or affiliates expressly disclaims any and all liabilities whatsoever (in negligence or otherwise, whether direct or indirect, in contract, tort or otherwise) for any loss howsoever arising from any use of this presentation, the information contained or referred to therein, any errors therein or omissions therefrom or otherwise arising in connection with this presentation. Neither the Company, nor any of its affiliates, advisors or agents undertakes any obligation to provide the recipients with access to additional information or to update this document or to correct any inaccuracies in the information contained or referred to therein.

Certain statements in this document regarding the market and competitive position data may be based on the internal analyses of the Company, which involve certain assumptions and estimates. These internal analyses may have not been verified by any independent sources and there can be no assurance that the assumptions or estimates are accurate. Additionally, certain information in this presentation may be based on management accounts and estimates of the Company and may have not been audited or reviewed by the Company's auditors, whereas the information on Metrovacesa S.A. and on certain competitors contained herein is based on publicly available information which has not been verified by the Company. Accordingly, recipients should not place undue reliance on this information.

This information is provided to the recipients for informational purposes only and recipients must undertake their own investigation of the Company. The information providing herein is not to be relied upon in substitution for the recipient's own exercise of independent judgment with regard to the operations, financial condition and prospects of the Company.

Neither this presentation nor any copy of it shall be taken, transmitted into, disclosed, diffused, send, published or distributed in the United States, Canada, Australia or Japan. The distribution of this presentation in other jurisdictions may also be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. In particular, any offer that might result from the transaction herein escribed will not be made, directly or indirectly, in the United States of America, or by use of mails, or by any means or instrumentality (including, without limitation, facsimile transmission, telephone and internet) of interstate or foreign commerce of, or any facilities of any national securities exchange of, the United States, Canada, Australia or Japan. The securities of the Company have not been and, should there be an offering, will not be registered under the U.S. Securities Act of 1933, as amended (the Securities Act) and, subject to certain exceptions. may not be offered or sold in the United States. The securities of the Company have not been and, should there be an offering. will not be registered under the applicable securities laws of any state or jurisdiction of Canada or Japan and, subject to certain exceptions, may not be offered or sold within Canada or Japan or to or for the benefit of any national, resident or citizen of Canada or Japan.

THIS PRESENTATION DOES NOT CONSTITUTE OR FORM PART OF ANY OFFER FOR SALE OR SOLICITATION OF ANY OFFER TO BUY ANY SECURITIES IN THE UNITED STATES OR IN ANY OTHER JURISDICTION, NOR SHALL IT OR ANY PART OF IT FORM THE BASIS OF OR BE

RELIED ON IN CONNECTION WITH ANY CONTRACT OR COMMITMENT TO SELL OR PURCHASE SHARES. ANY DECISION TO SELL OR PURCHASE SHARES IN ANY OFFERING SHOULD BE MADE SOLELY ON THE BASIS OF PUBLICLY AVAILABLE INFORMATION.

This presentation may include forwardlooking statements. These forwardlooking statements involve known and unknown risks, uncertainties and other factors, which may cause such actual results, performance or achievements, or industry results, to be materially different from those expressed or implied by these forward-looking statements. These forward-looking statements are based on numerous assumptions regarding the present and future business strategies of the Company and the environment in which they expect to operate in the future. Forward-looking statements speak only as of the date of this presentation and the Company expressly disclaim any obligation or undertaking to release any update of, or revisions to, any forward-looking statements in this presentation, any change in their expectations or any change in events, conditions or circumstances on which these forward-looking statements are based

In reviewing this presentation, the recipient is agreeing to, and accepting, the foregoing restrictions and limitations.

## **MERLIN PROPERTIES**



ISMAEL CLEMENTE CEO



**MIGUEL OLLERO** GM / COO



**DAVID BRUSH** CIO

## Contents

6M19 Financial results

Portfolio performance

Offices

Shopping centers

Logistics

Valuation and debt position

Value creation

Closing remarks













## Financial performance

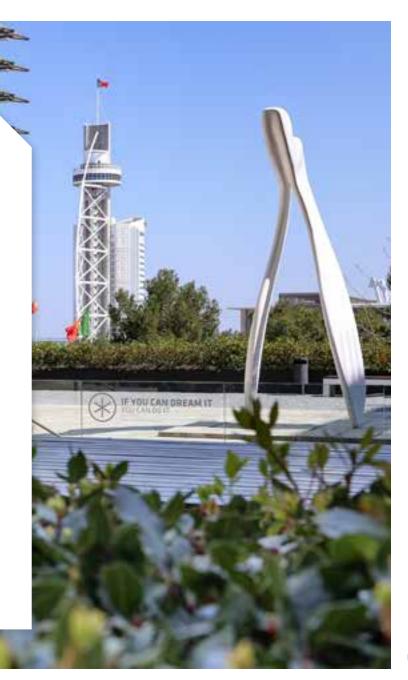
- +8.0% Rents YoY
- +11.6% FFO per share YoY
- EPRA NAV per share up 7.5% YoY to reach € 15.11
- DPS guidance of € 0.52 per share reconfirmed
- TSR of 4.1% in the period (11.0% LTM)

## **Operating performance**

- Rental growth very robust across the board
- Offices showing strength with 8.3% LfL rental growth
- Slight increase in occupancy of +37 bps (92.9%), being shopping centers the top performer in the quarter (+184 bps)

## Value creation

- 8,487 sqm signed in Torre Chamartin (+2,121 sqm option to extend) reaching 83% occupancy (94% if option executed)
- Two large pre-lets achieved for Best II & III, including the largest logistics lease ever signed in Spain (98,757 sqm with Carrefour)
- Cabanillas Park I extension signed (92,994 sqm) to become the largest logistics park in Madrid (314,867 sqm) and the landmark area for national e-commerce distribution





## 6M19 Financial results

## 6M19 Financial results



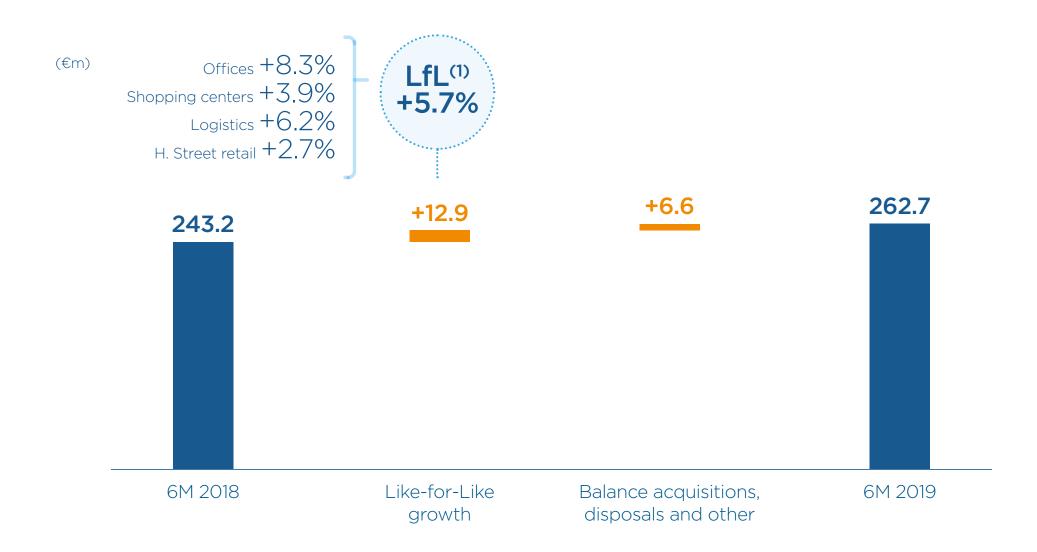
## Strong cash flow generation (+11.6% in FFO per share YoY)

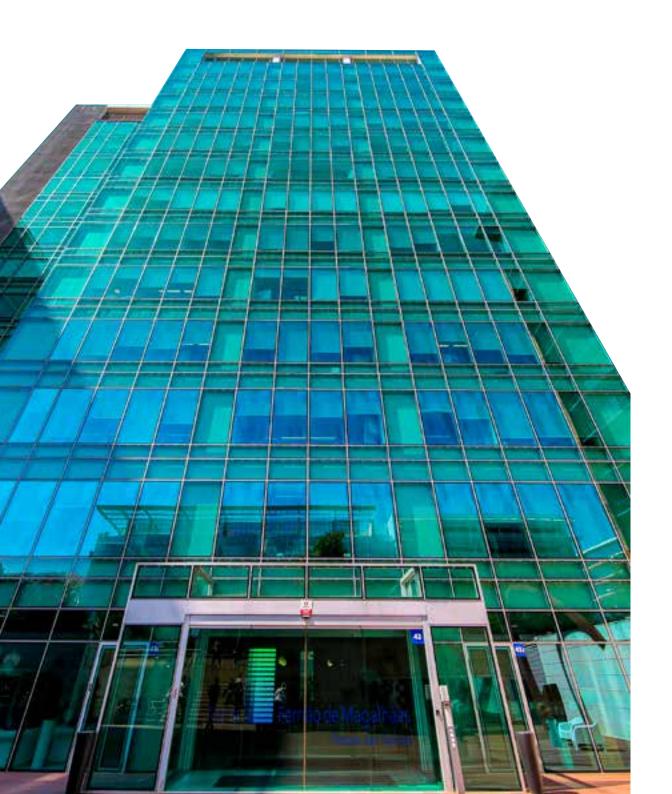
€ million	6M19	6M18	YoY
Gross rents	262.7	243.2	+8.0%
Gross rents after incentives	253.0	232.2	+9.0%
Net rents	228.2	210.7	+8.3%
EBITDA <sup>(1)</sup>	210.4	195.9	+7.4%
FFO	157.2	140.9	+11.6%
AFFO	151.6	136.1	+11.4%
IFRS net profit	262.0	479.7	(45.4%)
EPRA NAV	7,096.9	6,603.8	+7.5%
(€ per share)			Includes Testa Residencial extraordinary sale
FFO	0.33	0.30	+11.6%
AFFO	0.32	0.29	+11.4%
EPS	0.56	1.02	(45.4%)
EPRA NAV	15.11	14.06	+7.5%

<sup>&</sup>lt;sup>(1)</sup> Excludes non-overhead costs items (€ 1.6m) plus LTIP accrual (€ 22.1m)



Robust LfL growth in all asset categories with offices standing out at 8.3%





## Offices



## Offices performing strongly in our 3 markets







## Rental growth continues robust (+6.1% release spread)

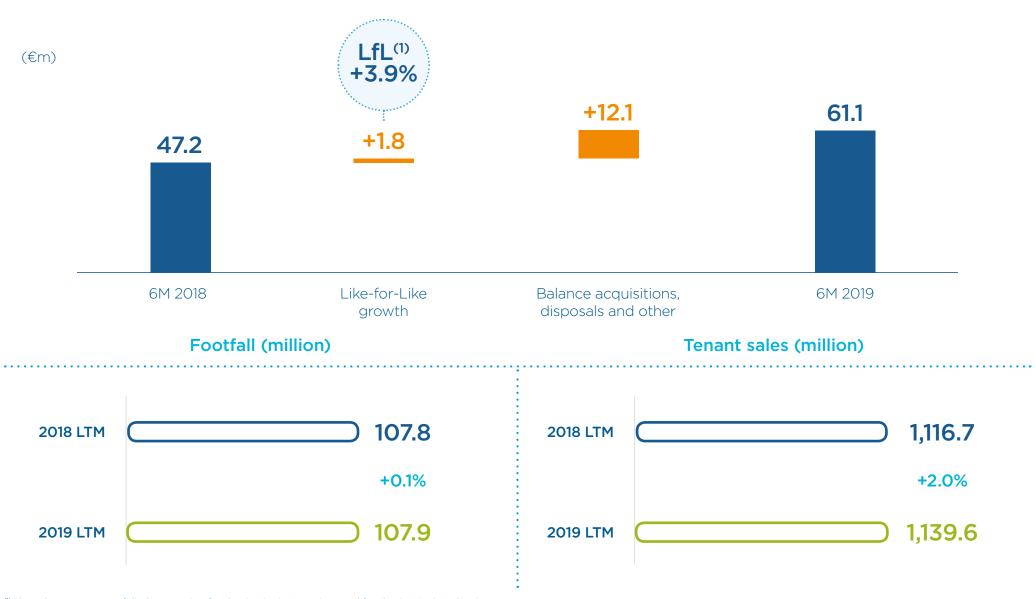
	PE Via Norte	ro Gamos	PE Cer	PE Cristalia		145	+5.0%	07,506	Madrid
Sacyr	Bristol-Myers Squibb	neServe	Hom	<b>Selvia</b>					
m 1,127 sqm	3,853 sqm	32 sqm	6,58	2,120 sqm					
Diagonal 605	WTC6		Torre Glòries			35	+14.9%	30,553	arcelona
CREDIT SUISSE	SHARP	gdynatrace	TravelPerk	webcargo					
n 764 sqm	862 sqm	1,128 sqm	1,128 sqm	1,128 sqm					
Office	Central Office		Art			17	+10.5%	7,920	Lisbon
N	www								
ım	682 sqm		2,083 sqm						
						L			
			2,083 sqm		7	197	+6.1%	45,979	TOTAL



# **Shopping** centers



## Steady LfL rental growth in the porfolio. Footfall and sales rising in the period



<sup>(1)</sup> Shopping centers portfolio in operation for the 6M19 (€ 47.7m GRI) and for the 6M18 (€ 45.9m GRI)

portfolio



## Meaningful increase in occupancy (+184 bps vs 3M19)

	Release spread	#contra	cts		Tenants	
All portfolio	+2.9%		153		PRIMARK'	YELMO
					DOCK39	(N)SIDE
					CORTEFIEL	SCALPERS
					The Phone House	SEPHORA
	Contracted sqm	Net Absorption	Occupancy 30/06/19	Change vs 31/03/19 (bps)	<b>S</b> FG	orum sport
All	51,405	5,994	92.6%	+184		



## Logistics



## Solid LfL growth driven by increase in rents







Rents continue growing in all markets (+5.0% release spread in the portfolio)







Stock **468,745** 

WIP -

257,981

ERV **€ 22m** 

€ 136m

Investment

Stock incl. WIP

726,726

Third parties stock 178,433

Stock under management **905,159** 

Contracted sqm

Release spread

#contracts

**Tenants** 

135,007

+3.1%

22









Occupancy by area

1Q19 **98.2%** 

— +177 bps →

2Q19 100%

€m	6M19	6M18	YoY
Gross rents	22.8	21.8	+4.3%
Net rents	22.5	21.5	+4.7%
EBITDA	21.5	20.3	+6.2%
FFO <sup>(1)</sup>	12.6	12.0	+4.6%
Net earnings	4.5	4.2	+9.2%
MERLIN attributed	2.2	2.0	+9.2%

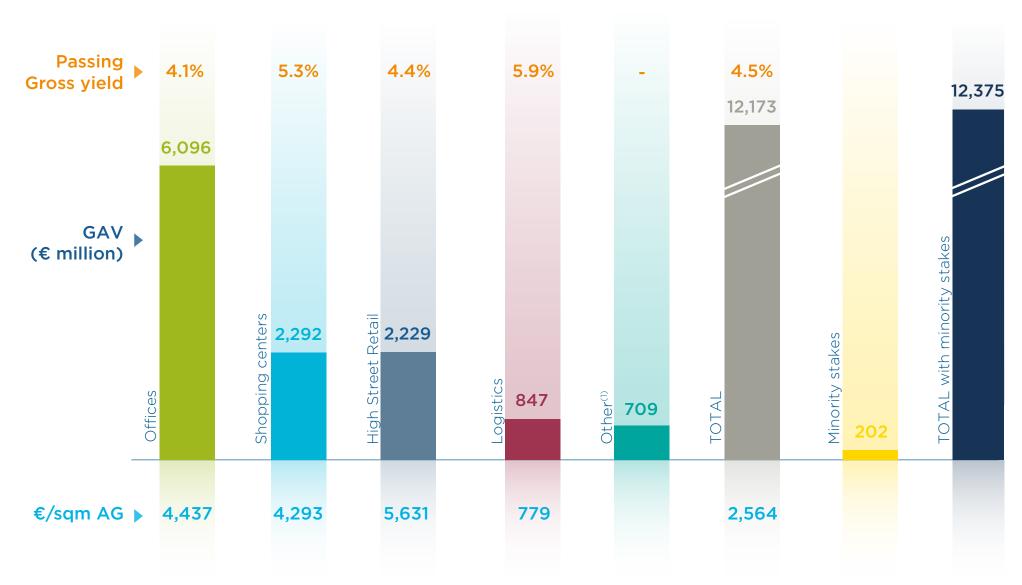
ZAL Port



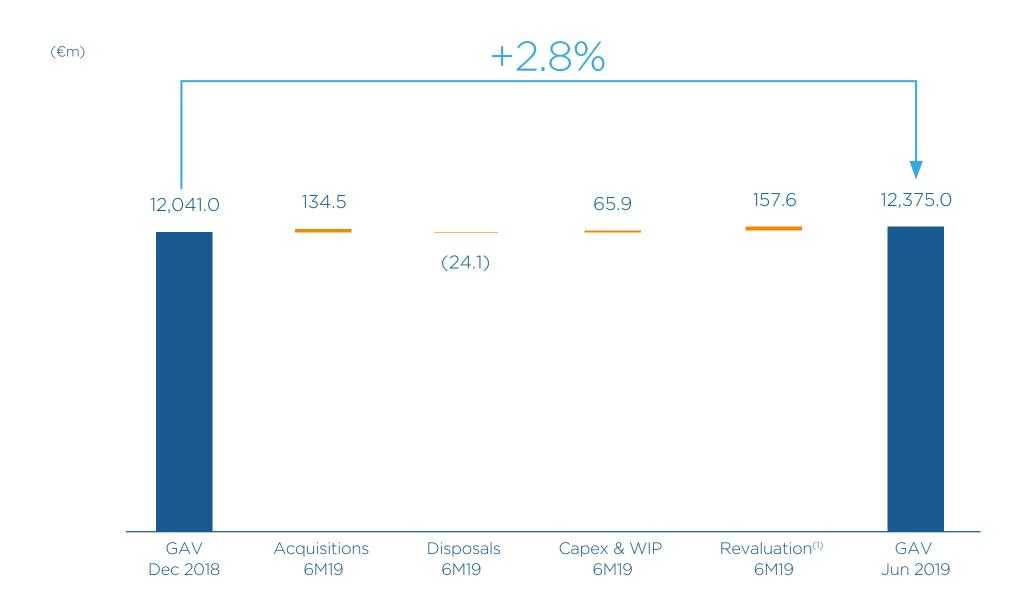
# Valuation and debt position



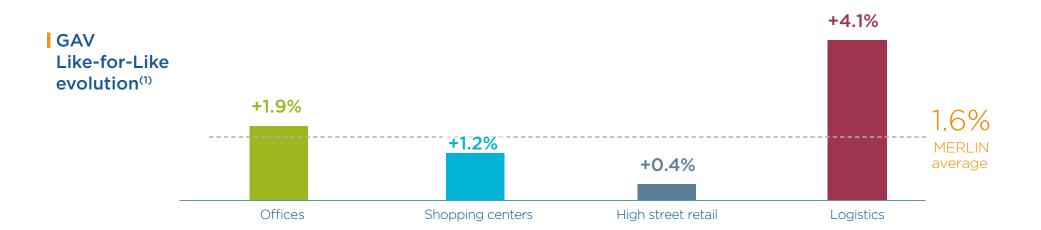
## Gross asset value approaching € 12.4bn

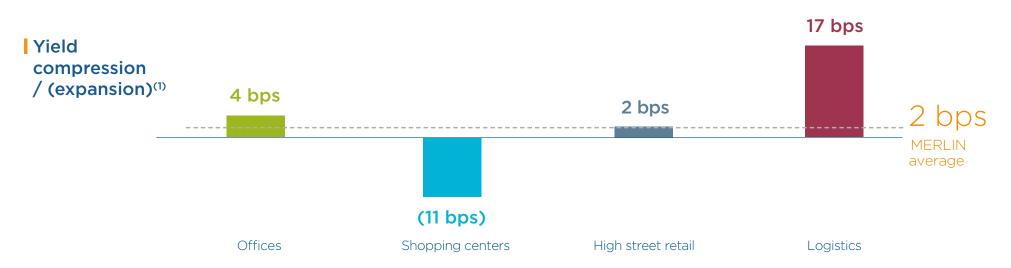






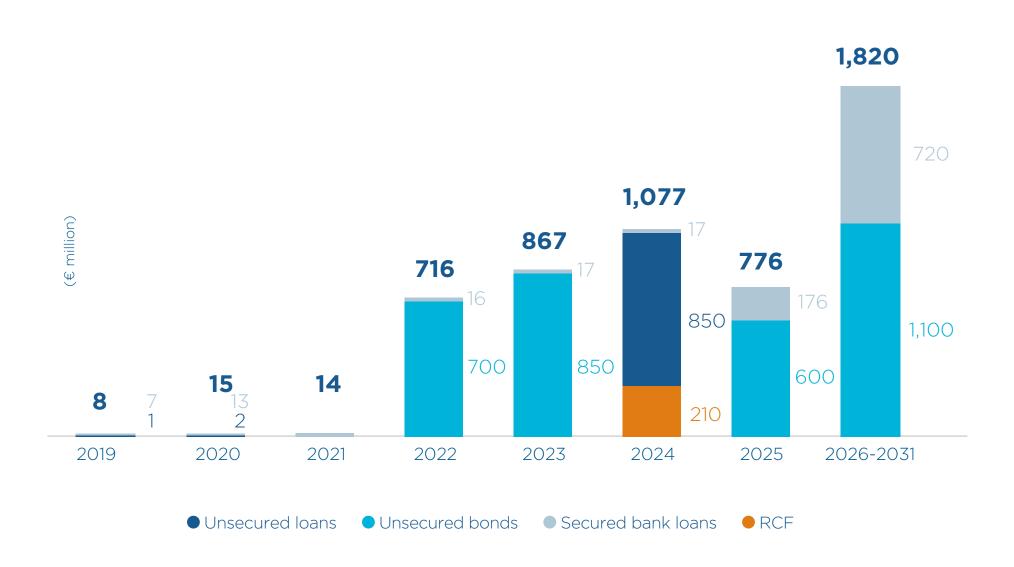








€ 1,550m ESG indexed financing has extended maturities...



## Valuation and debt position

Debt position



## ... and further reduced the cost of debt

(€ million)	30/06/2019	31/12/2018
Gross financial debt	5,292	5,413
Cash <sup>(1)</sup>	(216)	(509)
Net financial debt	5,076	4,904
(Metrics)		
LTV	41.0%	40.7%
Average cost (spot)	2.04% (1.74%)	2.13% (1.84%)
Fixed interest rate	95.4%	96.3%
Average maturity (years)	6.0	5.9
Liquidity <sup>(2)</sup> (€ million)	706	634
	S&P Global BBB Moody's Baa2	Outlook Positive Stable

Source: Company

<sup>&</sup>lt;sup>(1)</sup> Including cash, pending receivable of Testa Residencial and treasury stock

<sup>(2)</sup> Including cash, pending receivable of Testa Residencial and treasury stock, and unused credit facilities



# Value creation





## The project

- Development of 4 logistics modules, adjacent to Cabanillas Park I, with a total GLA of 92,994 sqm
- MERLIN Cabanillas Park I + extension (314,867 sqm GLA) will become the largest logistics park in Madrid
- Delivery in two phases: 2020 and 2021

## The market

- A-2 corridor is the main logistics hub in Spain, with a stock of ca. 5m sqm
- Most dynamic market in Spain, with a take-up of ca. 0.5m sqm per annum in the last two years. Vacancy stands at 6% (obsolete product for 3PLs)
- MERLIN is the predominant leader in the area, with a footprint upon full development of 1.2m sqm and € 24m of annual rents

## **KPIs**

GLA **92,994 sqm**Total investment **€ 56.0m**ERV **€ 3.9m**Yield on cost **6.9%** 

## Clients in A-2





















- Full occupancy of office space after having signed 5,118 sqm in 2Q19
- World class observatory development signed with Mediapro.
   To open by end-2020
- LOOM flex space construction underway

- 9,067 sqm signed in the year (+ 2,121 sqm optioned) to reach 83% occupancy (94% if option executed). Deloitte will occupy 70% of the space
- LOOM in the top floor and rooftop terrace to enjoy 360° stunning views of Madrid, providing flex space solution to corporates of MERLIN Hub
- Direct access from A-1 progressing

facebook









Deloitte.





GLA **37,614 sqm**Total investment € **169.2m**Yield on cost **7.0%** 

GLA 18,295 sqm Total investment € 69.2m Yield on cost 6.7%





- Compelling achievements in leasing-up the refurbished additional space
- Primark will open its largest shop in a mall in Spain (8,282 sqm)
- **Upsizing Zara** shop to 4,273 sqm
- Opening in October

GLA **41,460** sqm

Yield on cost 6.4%



- Preleasing activity has reached 92% and main anchors secured
- Opening in October



- Anchor tenants upsizing and upscaling units
- Entertainment offer reinforced adding a new leisure area











MANGO

PRIMARK ZAPA worten

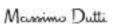








GLA **47,424 sqm** Cost € 48.0m (incl. units acquired) Cost € 45.7m (incl. land) Yield on cost 11.8%





GLA **67,690** sqm Cost **€ 20.2m** Yield on cost 15.1%





Guadalajara-Azuqueca II (Best II)



- → Largest logistics lease ever signed in Spain, with Carrefour, for the entire lease-up (98,757 sqm)
- The turn-key project, currently under construction, will be delivered by the beginning of 2021
- Carrefour will cover national distribution of non-consumable goods from this core hub

GLA **98,757 sqm** GRI **€ 4.4m** YoC **8.1%** 



- Turn key project let to Dachser upon delivery in the most dynamic logistics hub of Valencia
- Dachser will serve Leroy Merlin e-commerce distribution in the Mediterranean corridor
- Tailor made solution to clients of MERLIN, proving the "top-of-mind" role of MERLIN in the Iberian logistics arena

GLA **34,992 sqm** GRI **€ 1.9m** YoC **7.4%** 





# **Closing** remarks





- Significant growth in cash flow generation, to reach €0.33 of FFO per share (+11.6% YoY)
- Steady growth in EPRA NAV per share (€ 15.11, +7.5% YoY)
- DPS guidance of € 0.52 per share reconfirmed
- LTV maintained at 41% LTV, with lower cost (2.0%) and extended maturities (6yr)



- Offices. Excellent growth in LfL rents and release spreads. Slight increase in occupancy and +91% guidance for year end reconfirmed
- **Shopping centers.** Footfall and tenant sales rising as compared to previous quarter. **Meaningful increase in occupancy** and steady growth in rents
- Logistics. Continues performing well, with compelling pre-leases signed



- · Landmark I.
  - Torre Chamartin has shown a strong leasing activity YTD
  - Torre Glòries office space at full occupancy
- Flagship
  - Anchor tenants upsizing Larios and Tres Aguas shops on the back of the refurb. Larios Primark will be the largest in a Spanish mall
  - X-Madrid poised to open at full occupancy (92% pre-let)
- Best II & III
  - Cabanillas Park I extension signed to become the largest logistics park in Madrid
  - Largest lease ever signed in Spain with Carrefour (98,757 sqm) plus Dachser in Valencia-Ribarroja (34,992 sqm)



Paseo de la Castellana, 257 28046 Madrid +34 91 769 19 00 info@merlinprop.com www.merlinproperties.com