



9 months 2019 Results

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Key Highlights

Hitting 2019 operational targets successfully: over 1,000 units completed, 95% sold and delivery phase as expected

Sales provide ample visibility over deliveries → **2019:** 95% / **2020:** 65% / **2021:** 23%

Reiterating L/T forecasts, financial and operational figures withstanding
- generating **€460 Mn¹** cash flow by 2021

Successfully executing **Buy-Back Program** - **16% of target achieved** in two months

(1) Net of corporate debt and c. €330 Mn land investment. Not considering treasury stock.

Agenda

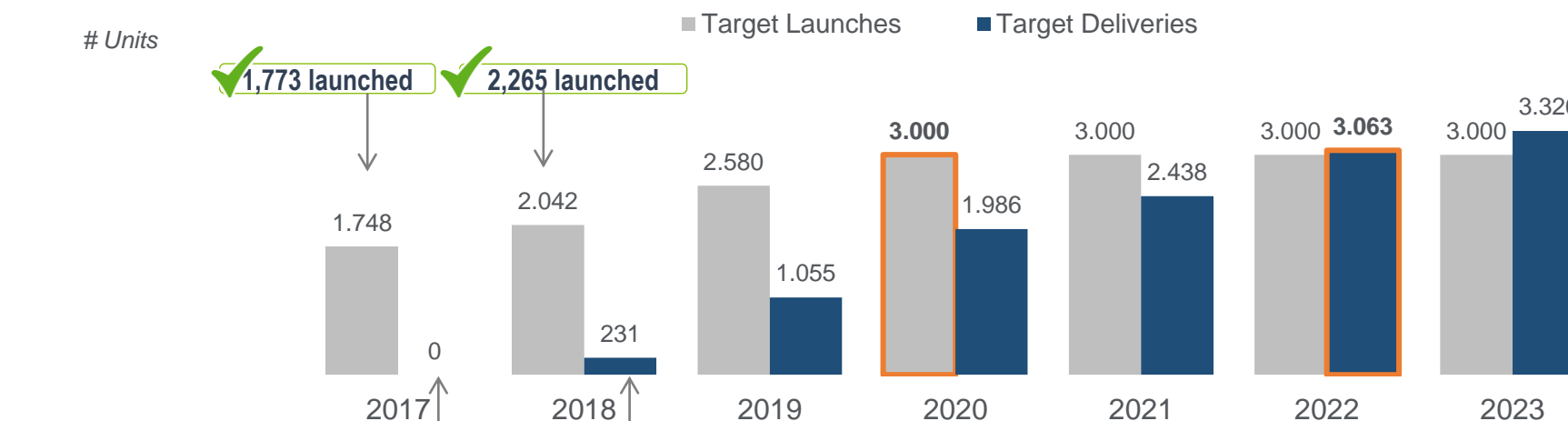
1 Business Update

2 9M 2019 Financial Results



Acosta,
Bormujos

Sustainable Housing Development Plan (IPO Business Plan)



As of 30 September 2019

		2017	2018	2019	2020	2021	2022	2023
Active ¹	Annual	4,057	2,998	1,895				
	Aggregated	4,057	7,055	8,950				
Launches	Annual	1,772	2,265	1,992				
	Aggregated	1,772	4,037	6,029				
Construction ²	Annual	763	2,286	1,691				
	Aggregated	763	3,049	3,752				
Completed ³	Annual	33	14	727				
	Aggregated	33	47	774				
Deliveries	Annual	12	231	261				
	Aggregated	16	247	508				

774 units completed ready for delivery

30/09/2019

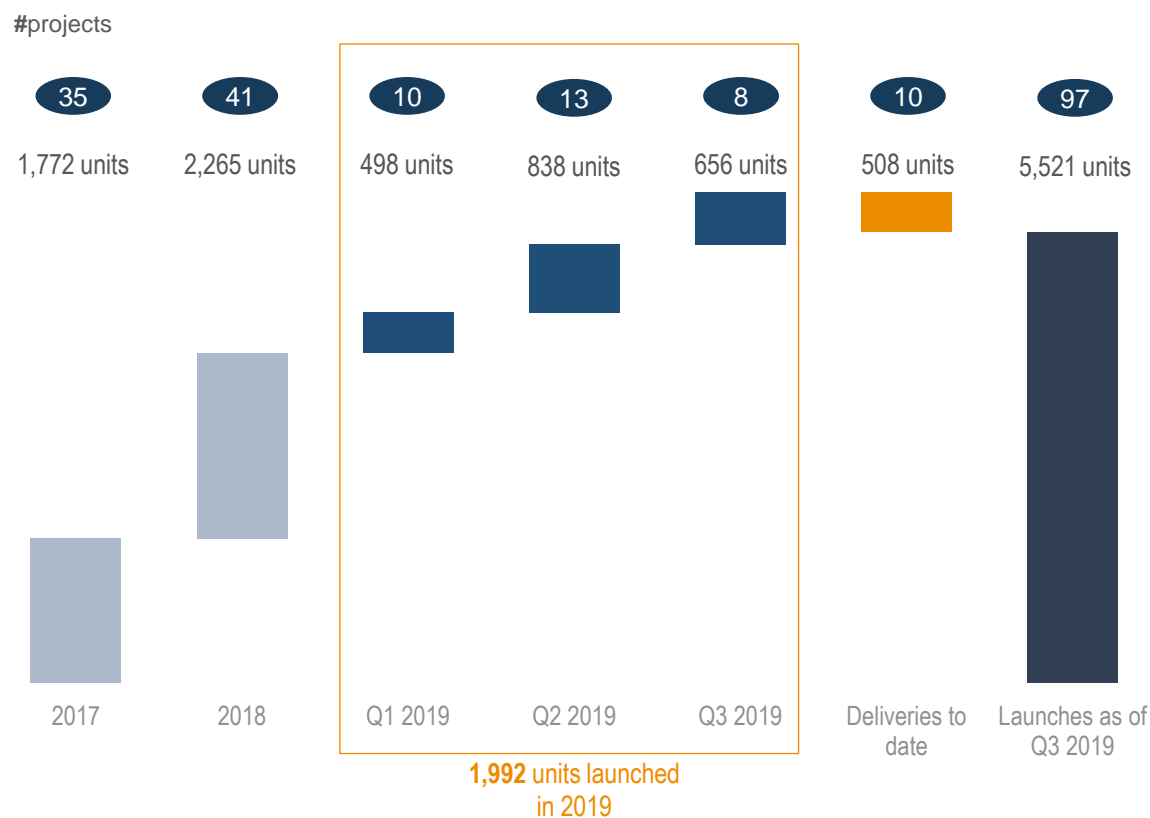
(1) Active units are all units which have entered design phase, up until they are delivered.
 (2) Units under construction exclude delivered and completed units.
 (3) Total completed units, yet to be delivered.

656 units launched¹ in Q3 2019 (GDV: €237 Mn). **550 units** to be launched in Q4 2019

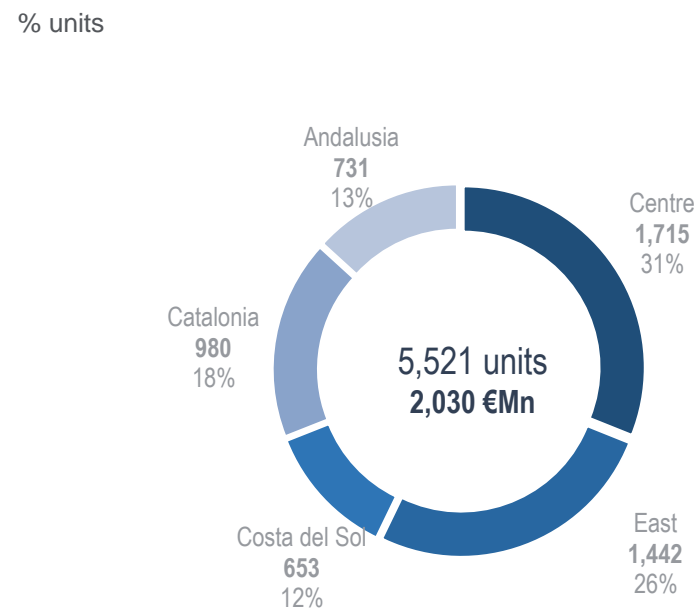
5,521 units on the market net of deliveries with €368 th ASP (GDV: €2,030 Mn)

Coverage of deliveries: 2019:100% / 2020:100% / 2021: 92%²

Ramp-up activity of projects launched³ (by # units)



Regional breakdown of total launches as of 30 Sep 2019



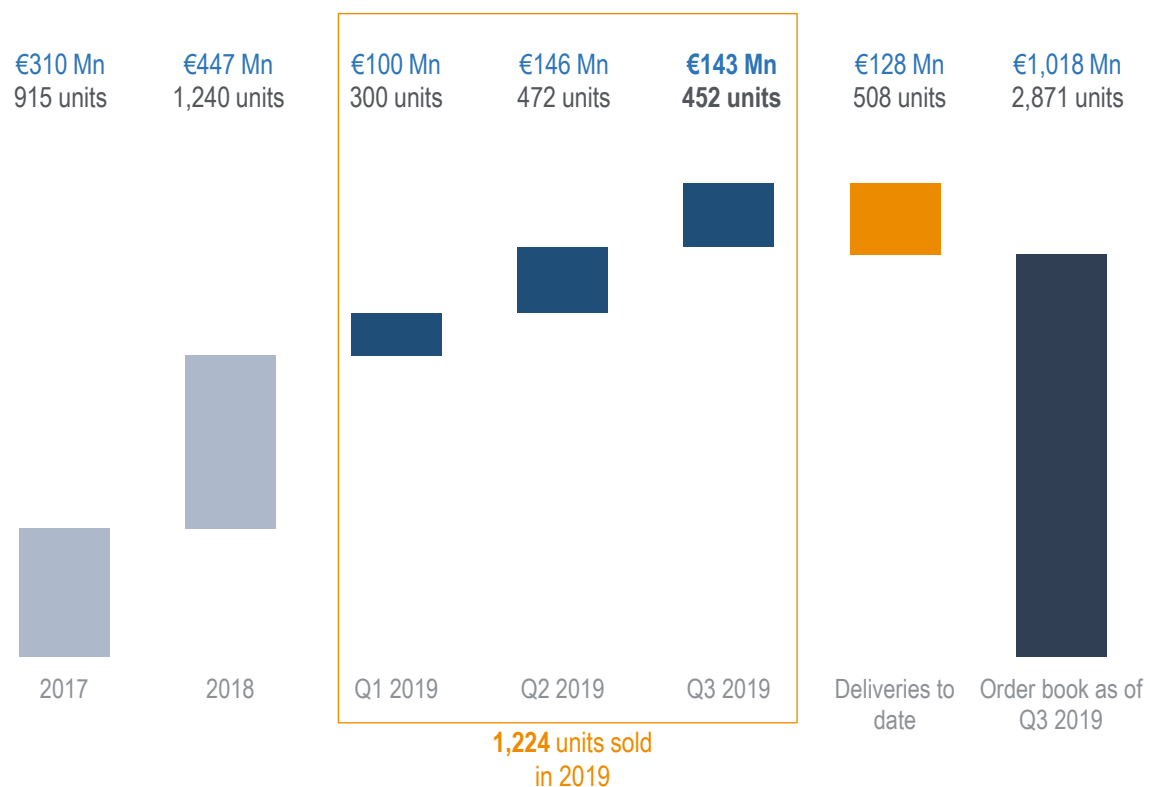
(1) A Project is launched when marketing kicks off
 (2) Excluding Turn-Key Projects
 (3) Accumulated launches

452 units sold in Q3 2019 (GDV: €143 Mn)

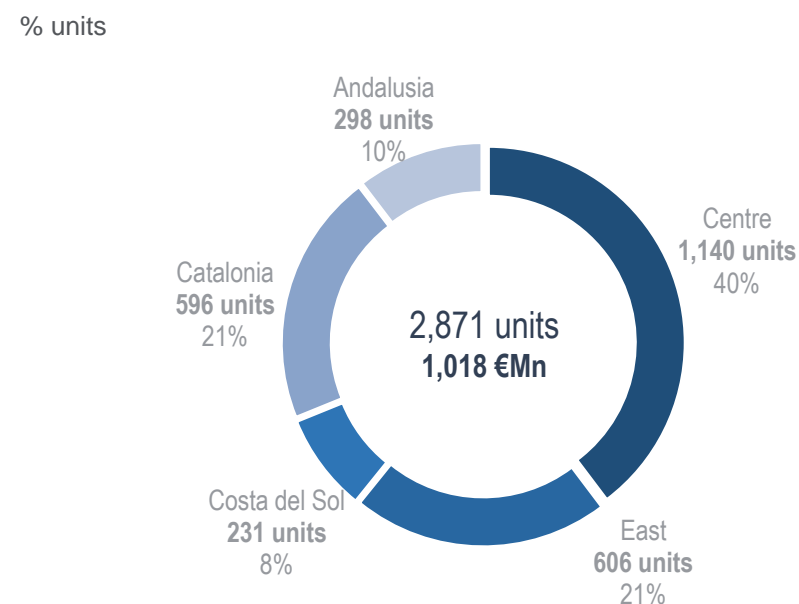
2,871 units in order book (GDV: €1,018 Mn)

Coverage of deliveries: 2019: 95% / 2020:65% / 2021: 23%¹

Sales² Evolution in # units & €Mn



Order Book Regional breakdown as of 30 Sep 2019



Total sales / units on the market amount to 50% (in €) & 52% (in units)

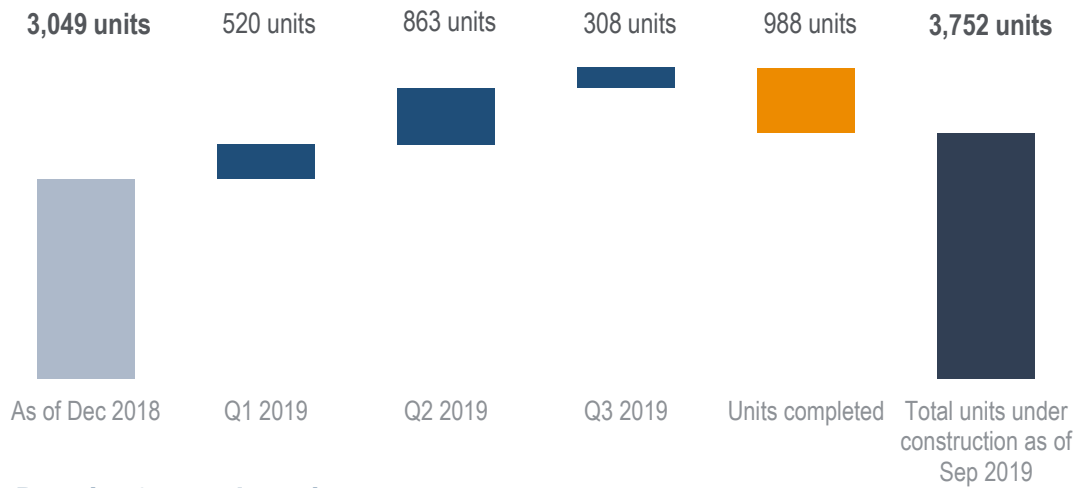
(1) Excluding Turn-Key Projects
 (2) Sales = Reservations + Contracts + Deliveries

308 units started construction in Q3 2019/ **3,752 total units** under construction

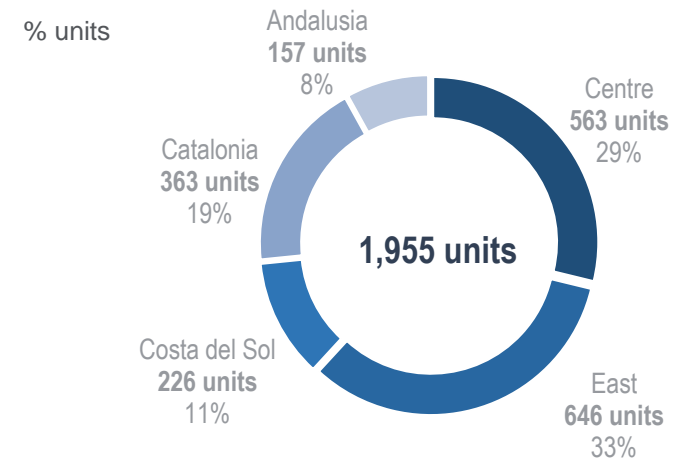
403 units w/ permit granted in Q3 2019/ **4,056 total units** w/ permit granted

Coverage of deliveries: 2019:100% / 2020:100% / 2021: 57%

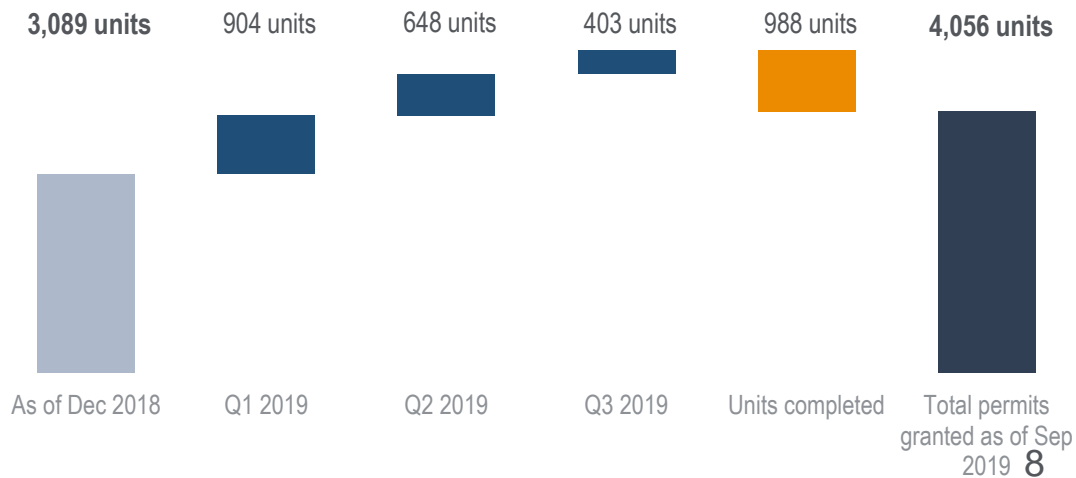
Under Construction # units



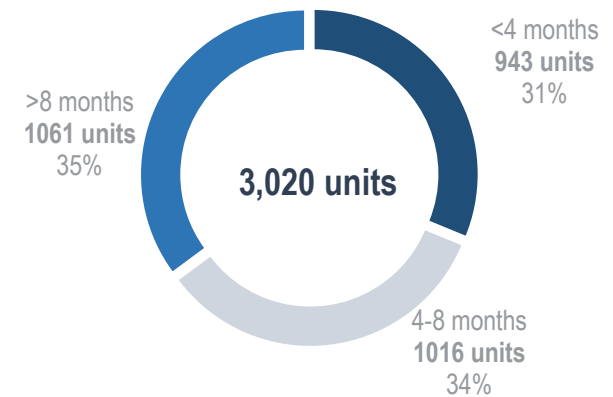
Permits Granted in 2019 by region



Permits Granted # units



Permit request maturity as of Q3 2019



2019 Deliveries Focus (30.09.19)

01 BUSINESS UPDATE

PROJECTS			CONSTRUCTION		SALES ²	DELIVERY		
Development	Municipality	Total Project Units	FCC ¹	Nº FCC	2019 Target Delivery sales coverage	FOP ^{1,4}	2019 Target Delivery	Delivered
Jardines Hacienda Rosario I	Sevilla	78	✓	78	77	✓	77	70
Nou Eixample Mar	Vilanova i la Geltrú	59	✓	59	58	✓	58	58
Villas de Arco Norte	Dos Hermanas	50	✓	50	48	✓	50	46
Ramón y Cajal	Sevilla	54	✓	54	33	✓	40	27
Villas de Arco Norte II	Dos Hermanas	62	✓	62	52	✓	57	24
Brisas del Arenal	Jávea	11	✓	11	11	✓	11	11
Jardines Hacienda Rosario II	Sevilla	63	✓	63	53	✓	60	11
Galera Sun Bay	Estepona	5	✓	5	5	✓	5	5
Hacienda del Mar 2	Alicante	4	✓	4	4	✓	4	4
Terrazas de Los Fresnos I	Boadilla del Monte	30	✓	30	30	✓	30	2
Marina Real	Denia	80	✓	80	79	✓	80	3
Merian OFFSITE	Torrejón de Ardoz	10	✓	10	9	✓	10	0
Altos del Pilar	Madrid	100	✓	100	98	Req.	98	0
Ulloa	Alcorcón	54	✓	54	54	Req.	54	0
Tasman	Sant Just Desvern	30	✓	30	29	Req.	29	0
Dampier	Masnou	26	✓	26	16	Req.	20	0
Humboldt	Vilanova i la Geltrú	93	✓	93	83	Req.	90	0
New Folies	Andratx	41	✓	41	35	Req.	36	0
Cabot	Madrid	28	✓	28	27	Req.	27	0
Villas de Arco Norte III	Dos Hermanas	27	✓	27	14	Req.	22	0
Altos de La Reserva	Boadilla del Monte	11	✓	11	9	Req.	10	0
Torre Estronci 99	Hospitalet de Llobregat	55	✓	55	52	Req.	54	0
Vanian Gardens	Estepona	72	✓	23 ³	18	Req.	23	0
South Bay Las Mesas	Estepona	47	✓	20 ³	10	Req.	10	0
Altos de Los Fresnos	Boadilla del Monte	35	✓	19 ³	28	Req.	32	0
Escalonia I	Las Rozas	60	Oct-19	0	59		59	0
Merian II OFFSITE	Torrejón de Ardoz	18	Nov-19	0	10		9	0
TOTAL		1,203		1,033	1,001 (95%)		1,055	261

(1) FCC: Final Construction Certificate. FOP: First Occupancy Permit

(2) Sales = Reservations + Contracts + Deliveries (as of 30.09.2019)

(3) Partial FCC

(4) As of 31/10/2019: Altos de la Reserva, Torre Estronci 99, Vanian Gardens, South Bay and Altos de los Fresnos have requested First Occupancy Permit

Land acquisitions 9M 2019

AEDAS Homes

897 units

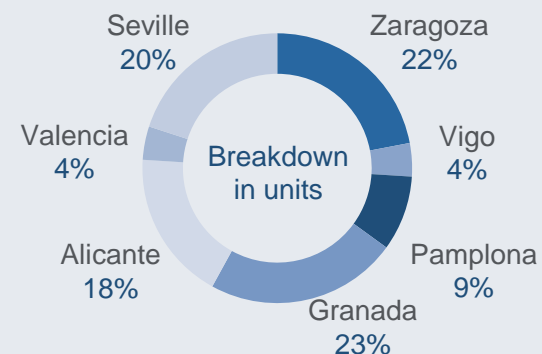
+ 673 units in outstanding purchase options

Acquisition cost

€70.3 Mn

+ Expected CAPEX

€1.8 Mn



Q3 2019 Landbank¹

15,545 units

Land Feeder

508 units

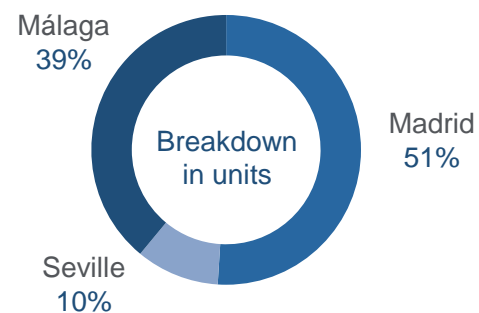
+ Right Of First Offer over a total of 854 units

Acquisition cost

€13.7 Mn

+ Expected CAPEX

€22.7 Mn



Land Feeder

1,362 units

Estimated transformation period of 2-5 years

Total

1,405 units

Total

16,907 units

(1) Third party appraisal approach to estimate number of units may vary from company approach. Estimated number of units may vary in time due to differences between maximum land buildability and final product definition. Buildable surface remains constant

$$H1\ 2019\ Landbank\ (15,202) + Q3\ 2019\ Acquisitions\ (502) - Q3\ 2019\ Deliveries\ (159) = Q3\ 2019\ Landbank\ (15,545).$$

Agenda

1 Business Update

2 9M 2019 Financial Results



AEDAS HOMES In € Mn ¹		30/09/2019	30/09/2018	Variation € Mn ¹	Variation %
A	REVENUE	60.8	55.4	5.4	10%
	Cost of Goods Sold	(45.8)	(39.6)	(6.2)	16%
B	GROSS MARGIN	15.0	15.8	(0.8)	5%
	% Gross Margin	25%	29%	-	14%
C	Marketing and Sales commissions	(7.5)	(5.8)	(1.7)	29%
	Other expenses related to developments & Taxes	(1.6)	(1.3)	(0.3)	23%
	NET MARGIN	5.9	8.7	(2.8)	32%
	% Net Margin	10%	16%	-	60%
D	Overheads	(17.7)	(13.7)	(4.0)	29%
	Other operating income & expenses	0.3	1.5	(1.2)	80%
	Inventory Impairment losses /Gains	0.1	(0.1)	0.2	200%
	EBITDA	(11.4)	(3.6)	(7.8)	216%
	Depreciation and Amortization	(1.1)	(0.3)	(0.8)	266%
E	Financial Results	(6.0)	(3.9)	(2.1)	54%
	EBT	(18.5)	(2.0)	(16.5)	825%
	Corporate tax	5.1	11.3	(6.2)	55%
	NET INCOME	(13.4)	5.5	(18.9)	344%
	% Net Income	-	10%	-	-
	Minority interests	-	1.3	-	-
	Net income attributable to the Parent company	(13.4)	4.2	(17.6)	419%

A Revenue derived solely from the **delivery of 261 units** while in 2018 €8M came from land sales. Agreed land sales expected to be executed in Q4 2019 for c. €11 Mn

B **Gross margin %** not representative ahead of full product mix to be delivered in Q4 2019

C **Marketing expenses** reflecting all sites launched – c.2,000 units in 2019

D **Overheads** corresponding to business needs – **211 headcount** (30/09/19)

E **Financial expense** growth tied to full disposal of facility loan and commercial paper issuance

Balance Sheet Structure

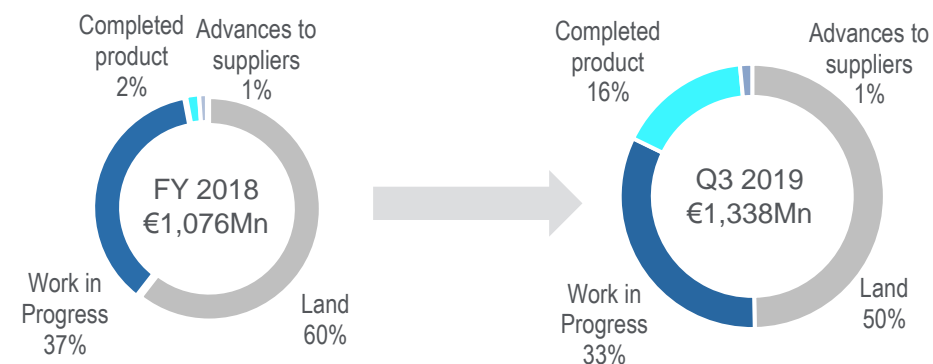
02 9M 2019 FINANCIAL RESULTS

AEDAS Homes In € Mn ¹	30/09/2019	31/12/2018	Variation € Mn ¹	Variation %
NON-CURRENT ASSETS	45	27	18	67%
A Inventories	1,338	1,076	262	24%
Trade and Other Receivables	46	42	4	10%
Short Term Accruals	12	8	4	50%
B Cash and Equivalents	84	109	(25)	23%
CURRENT ASSETS	1,480	1,235	245	20%
TOTAL ASSETS	1,525	1,262	263	21%
C EQUITY	915	935	(20)	2%
Long Term Financial Borrowings	1	58	(57)	98%
Other Long Term Borrowings	2	1	1	100%
NON-CURRENT LIABILITIES	3	59	(56)	95%
Provisions	7	1	6	600%
D Short Term Financial Borrowings	317	92	225	245%
Other Short Term Borrowings	3	3	-	-
E Trade and other payables	280	172	108	63%
CURRENT LIABILITIES	607	268	339	127%
TOTAL EQUITY AND LIABILITIES	1,525	1,262	263	21%

Source: Company Financial Statements.
(1) Differences due to rounding errors.

Main Balance Sheet Changes

A Growth in inventories due to **increase in construction activity** and completed housing units soon to be delivered.



B Investment in WIP continues in Q3 2019. **Cash available: €22.4 Mn**
Cash Flow generation expected from 1.055 deliveries: **c. €90.0 Mn**

C **Treasury stock – c. €8.2 Mn**
Current program contemplates investing up to €50.0 Mn in own shares

D Facility term loan fully disposed – **c. €150.0 Mn** & reclassified as S/T borrowings
Commercial paper notes issuance reaches **c. €65.0 Mn**

E **c. €80.0 Mn** of net increase of down payments from clients

Total Net Debt of **€297.9 Mn**
– increasing as we reach operational target levels

Net Debt Position (€ Mn)

	Sep 2019	Dec 2018
Secured Financial Debt	100.5	57.1
Unsecured Financial Debt	217.1	97.3
Corporate facility term loan	150.0	60.0
Commercial paper	65.9	34.0
Other Financial Debt	2.6	1.7
Gross Financial Debt	320.2	156.2
Available Cash	22.4	60.5
Net Debt (Net Cash)	297.9	95.7
Total Cash	125.3	103.0

<i>Deferred Land Payments</i>	2.6	9.3
LTC ¹	22%	9%
LTV ²	15%	5%
LTC ¹ including restricted cash	18%	4%

(1) LTC: Calculated as Net Financial Debt divided by inventory carrying cost, excluding land prepayments

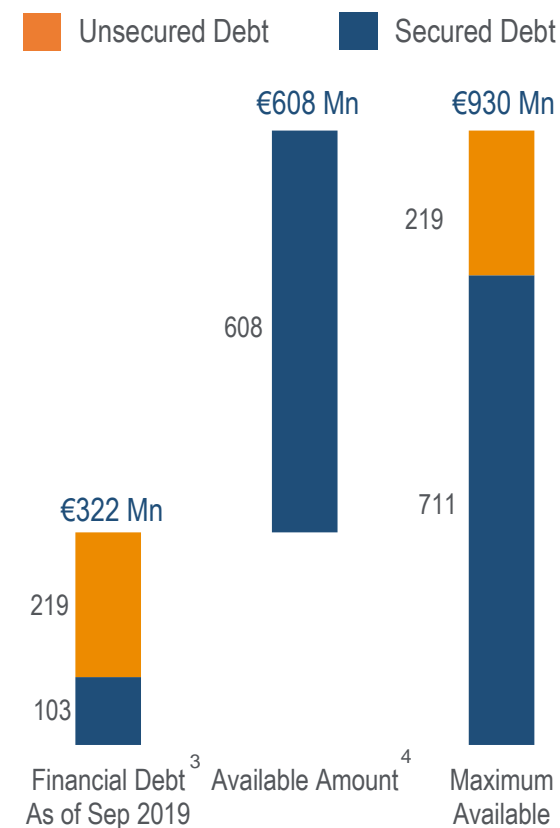
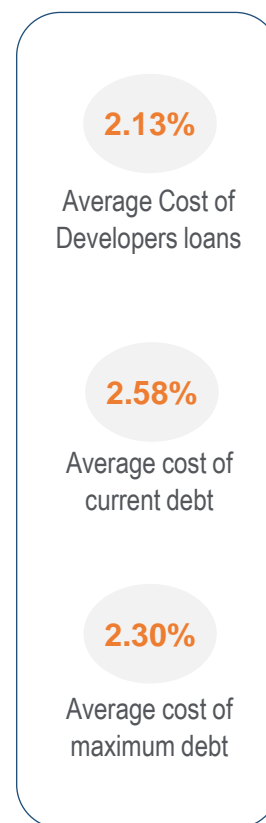
(2) LTV: Calculated as Net Financial Debt divided by total GAV

(3) Difference due to accountancy treatment

(4) Development Loan WIP land tranche subject to WIP evolution

Efficient and diversified funding ramp-up process – facility term loan fully disposed increasing average cost of debt

Financial Debt Structure³ (€ Mn)



Cash Flow Statement Summary

Summary Cash Flow Statement AEDAS HOMES (In € Mn ¹)	30/09/2019	31/12/2018
EBT	(18.6)	(8.1)
Change in Trade Provisions	15.4	3.0
Change in Investment properties	1.0	(0.5)
Financial cost / (income)	14.4	9.6
Other Income / (expense)	(8.4)	(6.4)
A Change in working capital	(184.4)	(142.9)
<i>Inventories</i>	(253.6)	(185.3)
<i>Trade and other receivables</i>	(12.3)	5.5
<i>Trade and other payables</i>	81.9	37.8
<i>Other operating cash flows</i>	(0.7)	(0.9)
Net cash flow from operating activities	(184.8)	(157.3)
B Net cash flow from investment activities	(4.6)	(5.9)
C Net cash flow from financing activities	160.2	93.7
Net cash increase / (decrease)	(29.2)	(69.5)
Cash BoP	103.0	172.4
Cash EoP	73.8	103.0
Available Cash	22.4	60.5

A Working capital variation has continued to peak, as it reflects company's proximity to run rate operational status:

- **Inventories** breakdown
 - c. (€41.5 Mn) WIP maintains its growth tied to construction activity
 - c. (€197.1 Mn) Completed Product increases substantially ahead of delivery in the following months**
 - c. (€15.0 Mn) Land investment net of activated developments
- **Trade and other payables** has seen a net increase mainly due to:
 - c. €80.0 Mn client down payment increase
 - c. €28.0 Mn suppliers increase
 - c. (€26.3 Mn) other items (provisions, suppliers,...)

B Investing activities reflecting equity contributions of first deals sealed under the **Land Feeder** agreement, under the equity method of accounting

C Financing activities contemplates an increase in:

- c. €52.2 Mn Developer loan disposals net of repayments
- c. €7.1 Mn treasury stock increase
- c. €31.6 Mn Commercial paper notes issuance
- c. €89.2 Mn Syndicated loan disposal

Source: Company Financial Statements.
(1) Differences due to rounding errors.

Margin outlook positive

HPA and CCI margin impact on projects under construction (all data as of Sep19):

5,032 units

Including all units which are delivered, completed or under construction as of **September 2019**.

GDV: **€1,708 Mn**

ASP: **€339 k/unit**

	IPO Business Plan	Sep 2019	
Gross Margin	27.3%	28.8%	→ + 150 bps
Margin	€432.0 Mn	€492.5 Mn	→ + €60.5 Mn

+ 14%

Margin accretive strategy: 33% of 5,032 units as of Sep 2019 yet to be sold, subject to capturing further HPA

Reiterating long-term forecasts

Operational targets

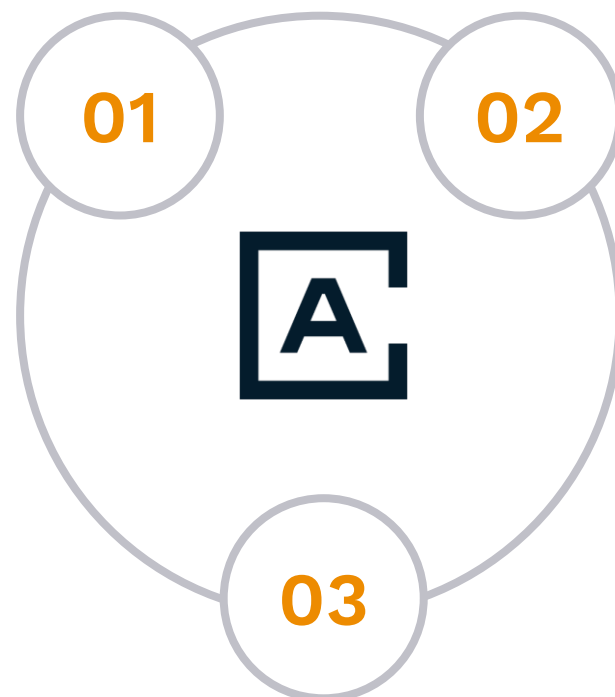
Strong visibility over long-term targets

+1,000 units completed

+3,700 units under construction

+2,800 units in orderbook

(+ €1.0 Bn)



Revenues

Deliveries on track, gaining visibility on revenues for following years:

c. €1.9 Bn up to 2021

Cash-flow net of land investments

Generating **c. €90Mn¹** in 2019 out of 1.055 deliveries

c. €460 Mn² up to 2021

and **c. €1.3 Bn³** up to 2023

(1) Net of corporate debt and c. €100 Mn land investment. Not considering treasury stock. Linked to 1.055 deliveries.

(2) Net of corporate debt and c. €330 Mn land investment. Not considering treasury stock.

(3) Net of corporate debt and c. €500 Mn land investment. Not considering treasury stock.



Appendix 1: 2020 Deliveries visibility



2020 Expected Deliveries

PROJECTS			CONSTRUCTION	SALES ²	DELIVERY
Development	Municipality	Total Project Units	Construction progress ¹	2020 Target Delivery sales coverage	2020 Target Delivery
Completed Product 2019 ³	-	51	100%	0	51
South Bay Las Mesas	Estepona	37	87%	28	37
Vanian Gardens	Estepona	54	86%	34	54
Merian II	Torrejón de Ardoz	4	83%	0	4
Carreres 10	Valencia	59	71%	52	59
Middel Views	Fuengirola	84	68%	65	77
Acosta	Bormujos	24	68%	14	24
Doria 6	Palma de Mallorca	40	64%	30	40
Terrazas de los Fresnos II	Boadilla del Monte	98	59%	64	94
Orpí	Masnou	36	58%	32	36
Jardins de Castellarnau	Sabadell	138	58%	107	133
Cook	Hospitalet de Llobregat	62	55%	51	61
Armstrong	Sevilla	120	55%	110	115
Jardines Hacienda Rosario La D	Sevilla	79	53%	21	62
Bremond Son Moix	Palma de Mallorca	35	52%	21	35
Kane	Málaga	87	52%	35	78
Piteas	Pozuelo de Alarcón	48	52%	31	48
Hevia	Valencia	73	50%	62	73

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(1) Progress in terms of time schedule

(2) Sales = Reservations + Contracts + Deliveries (as of 30.09.2019)

(3) Completed 2019: Villas Arco Norte II (5), Ramon y Cajal (14), JHR I (1), JHR II (3), Altos del Pilar (2), Tasman (1), Damper (6), Humboldt (3), New Follies (5), V. Arco Norte III (5), Cabot (1), Altos de la Reserva (1), Altos de los Fresnos (3), Zagaleta (1).

2020 Expected Deliveries

PROJECTS			CONSTRUCTION	SALES ²	DELIVERY
Development	Municipality	Total Project Units	Construction progress ¹	2020 Target Delivery sales coverage	2020 Target Delivery
Tasman II	Sant Just Desvern	35	49%	19	35
Vanian Gardens II OFFSITE	Estepona	92	49%	11	25
Ulloa II	Alcorcón	54	48%	48	54
Hevia Fase II	Valencia	73	48%	51	67
Orellana	Alcalá de Henares	74	47%	40	74
South Bay Las Mesas II	Estepona	30	45%	13	25
Fineo	San Sebastián de los Reyes	56	45%	42	56
Ulloa III	Alcorcón	54	45%	29	50
Lángara	Torrejón de Ardoz	100	43%	58	58
Escalonia II	Las Rozas	150	41%	80	80
Azara	Alicante	86	40%	53	80
Hannon	Sant Adrià del Besòs	40	40%	10	40
Torre Estronci 91	Hospitalet de Llobregat	71	39%	44	68
Tovar	Mairena de Aljarafe	28	36%	10	28
Etheria OFFSITE	Madrid	41	36%	10	41
Tegea	Vilanova i la Geltrú	52	35%	0	46
Baret	Vilanova i la Geltrú	52	35%	20	52
Merian Gardens	Torrejón de Ardoz	26	0%	0	26
TOTAL		2,243		1,295 (65%)	1,986

(1) Progress in terms of time schedule

(2) Sales = Reservations + Contracts + Deliveries (as of 30.09.2019)

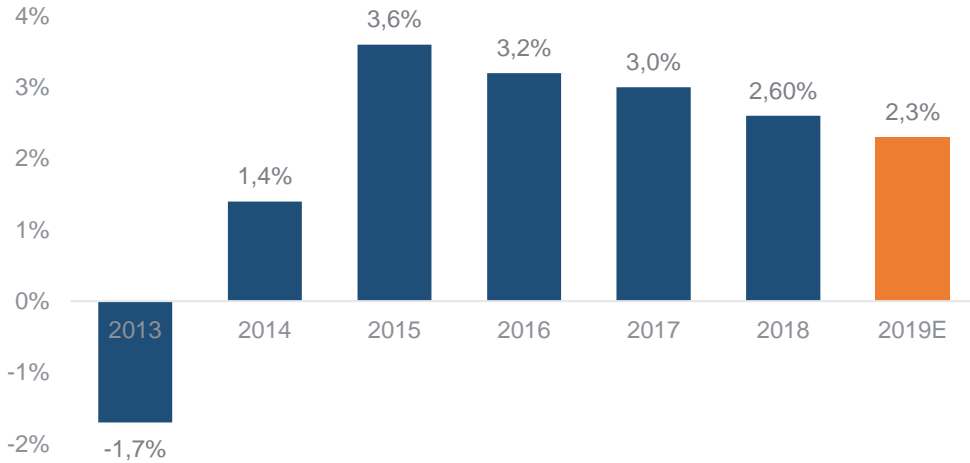


Appendix 2: Macro Outlook



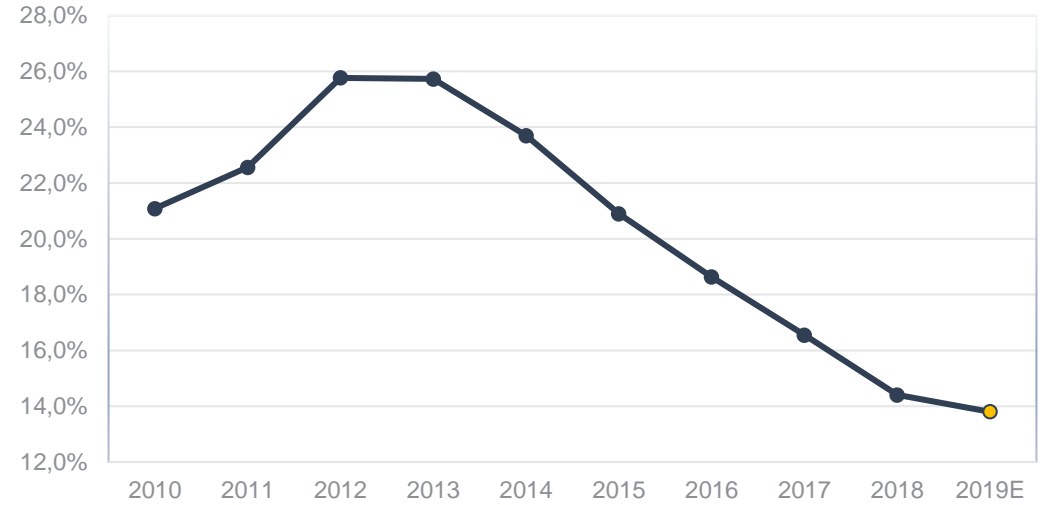
Market Overview

Positive Outlook for Spanish Economy (GDP %)



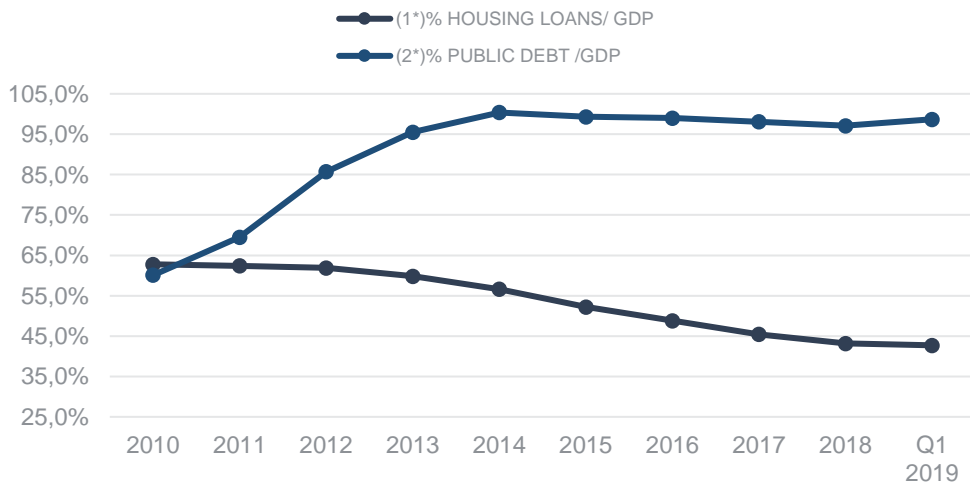
Source: INE & Bank of Spain

Spanish Unemployment Rate (%)



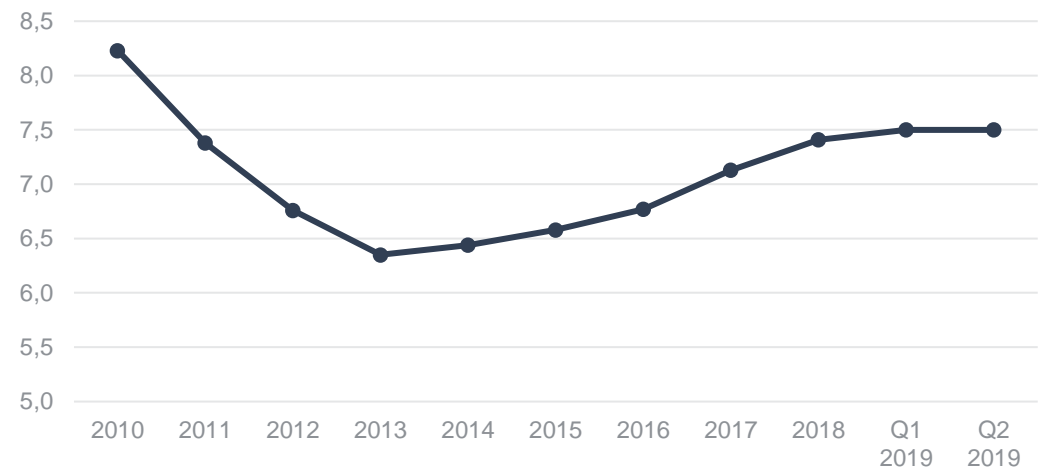
Source: INE & Ministerio de Hacienda, Gobierno de España

Debt to GDP (%)



Source: (1*) Bank of Spain & (2*) Datos Macro

House Prices/ Disposable Income per Household



Source: Bank of Spain



Piteas, Pozuelo de Alarcón

