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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 nine month period of 2015, which have caused the relevant fact number 230820.
- (ii) MERLIN will hold tomorrow, <u>Wednesday 11 November 2015</u>, <u>at 15:00</u> <u>Madrid/CET</u>, 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=ea9 487c9919545da16a22277c5d3f9615

#### Voice

Passcode: 70658306

Dial-in numbers:

Spain +34 91 414 3675 France 0805101465 Germany 08007234756 UK +44 (0) 2071 928338 US 18778709135

(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, 10 November 2015.

Merlin Properties SOCIMI, S.A.



# MERLIN PROPERTIES

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# Presenting team



ISMAEL CLEMENTE CEO



DAVID BRUSH



MIGUEL OLLERO CFO / COO



### **INDEX**

- 1. Financial highlights.
  - A strong performance
- 2. The portfolio.
  - High yielding and well diversified
- 3. Acquisitions.

Accretive investments





# 3Q15 results include full consolidation of Testa balance sheet and June to September profit and loss statement

3Q 15	3Q 15	September 30	September 30
€ <b>139.4</b> m	€ <b>93.2</b> m	€2,939m	50.6%
Gross rents	Recurring FFO	Net debt	LTV
GRI € <b>303.4</b> m Annualized	Net Rents €283.3m Annualized	EPRA 5.58% Gross Yield	EPRA 5.21% Net Yield
Assets	GLA	GAV	EPRA 9.51 NAV / share(1)
1,020	1,880,998 sqm	€ <b>5,807</b> m	

<sup>&</sup>lt;sup>1</sup> Shares outstanding as of 30 September 2015 amount to 323 million

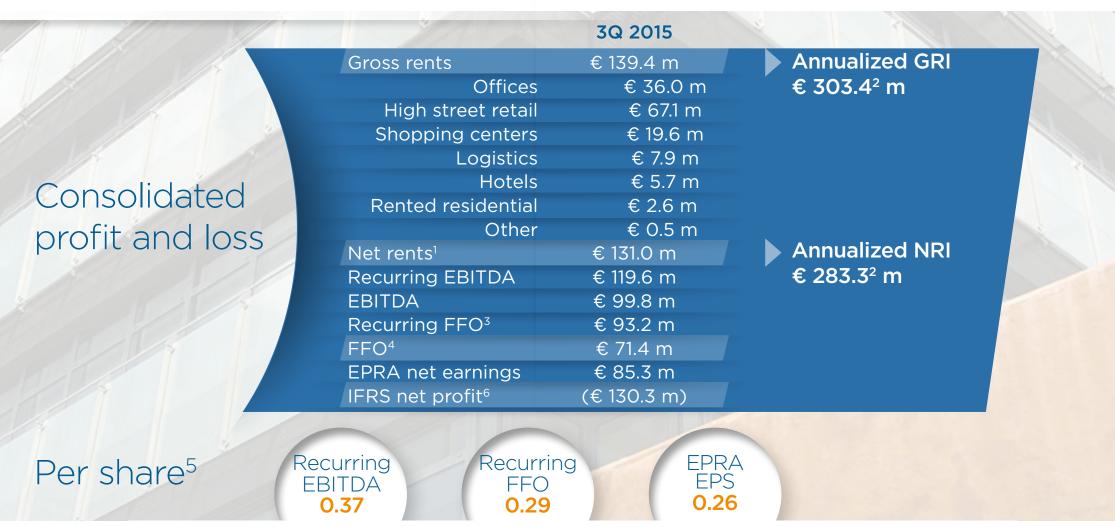








# Outstanding gross-to-net ratio drives the strong cash flow generation in the period



#### Source: Company

<sup>&</sup>lt;sup>1</sup> Gross rents net of incentives straight lines, collection loss and non recoverable expenses.

<sup>&</sup>lt;sup>2</sup> Annualized gross rents and net rents have been calculated as passing gross / net rent as of September 30st, multiplied by 12 for MERLIN and accumulated rents as of September for Testa divided by 9 and 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 expenses.

<sup>&</sup>lt;sup>5</sup> Shares outstanding as of 30 September 2015 amount to 323 million.

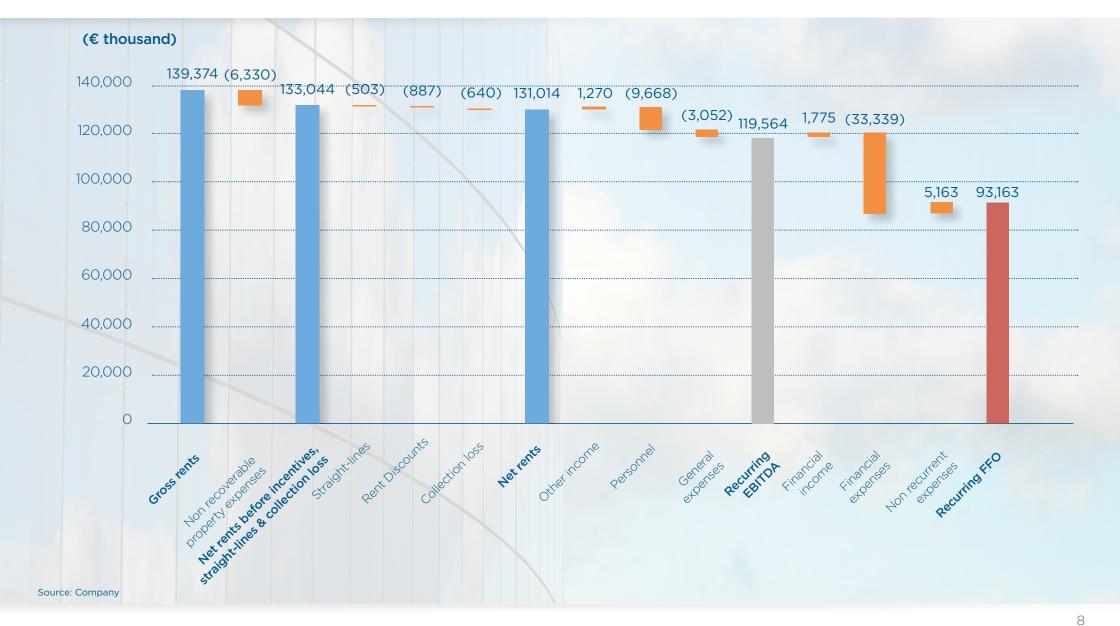
<sup>&</sup>lt;sup>6</sup> includes the impairment of contingent deferred tax liabilities as a result of Testa acquisition, see next page.



The CDTL corresponds to the latent capital gain tax, wich would only be materialized if Testa assets were to be sold. Accounting rules dictate that the Group take the latent CDTL as a negative result

No.		Thousand euros	Ref.
	Purchase price	1,998,180	
and the same	Shareholders' equity of Testa as of 30 June 2015	624,302	H .
	Increase in value of property assets based on appraisals as of 30 June	1,000,708	III
	Increase in value of intangible assets	69,147	IV
Testa	Increase in value of investments in associates accounted for using the equity method based on appraisals as of 30 June	12,839	V
combination	Increase in value of investments in concessional financial assets based on appraisals as of 30 June	2,151	VI
	Deferred tax liabilities associated with the increase in value of assets (25%)	(271,211)	VII
	TOTAL II, III, IV, V, VI, VII	1,437,936	VIII
	Excess of purchase price	550,244	IX=(I-VIII)
	Impairment of contigent deferred tax liability	(271,211)	X
105	Goodwill	279,032	XI=IX-X









Financial discipline and proactive management of the capital structure leads to healthy financial ratios. The Company is in the process of refinancing Testa's debt

Consolidated balance sheet		September 2015	
	Portolio value	€5,807 m	
	Gross financial debt <sup>(1)</sup>	€3,501 m	
	Cash	€562 m	
	Net financial debt <sup>(1)</sup>	€2,939 m	
	Net LTV	50.6%	

Cost of debt<sup>(2)</sup>
Average: **2.6%** 

Av. maturity<sup>(2)</sup>
4.8 years

% Hedged<sup>(2)</sup>
40.8%

<sup>&</sup>lt;sup>1</sup>Includes payable to Sacyr of €317 m for the 26.6% of Testa.

<sup>&</sup>lt;sup>2</sup> Excluding Testa, cost of debt would be 2.96%, 6.6 years of average maturity and 75.3% hedged.





# The portfolio has not been revalued this quarter. GAV increase does only reflect the assets bought in 3Q at acquisition price



# **EPRA** metrics



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

		Septem	ber 2015
		€m	Per share <sup>4</sup>
EPRA performance metrics	EPRA net earnings	85.3	€0.26
	EPRA NAV	3,071.6	€9.51
	Adjusted EPRA NAV¹	2,794.0	€8.65
	EPRA NNNAV	2,740.5	€8.48
	EPRA "topped-up" yield²	5.31%	
	EPRA net yield <sup>3</sup>	5.21%	

#### Source: Company

<sup>&</sup>lt;sup>1</sup>Adjusted NAV deducting the premium paid for Testa

<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)

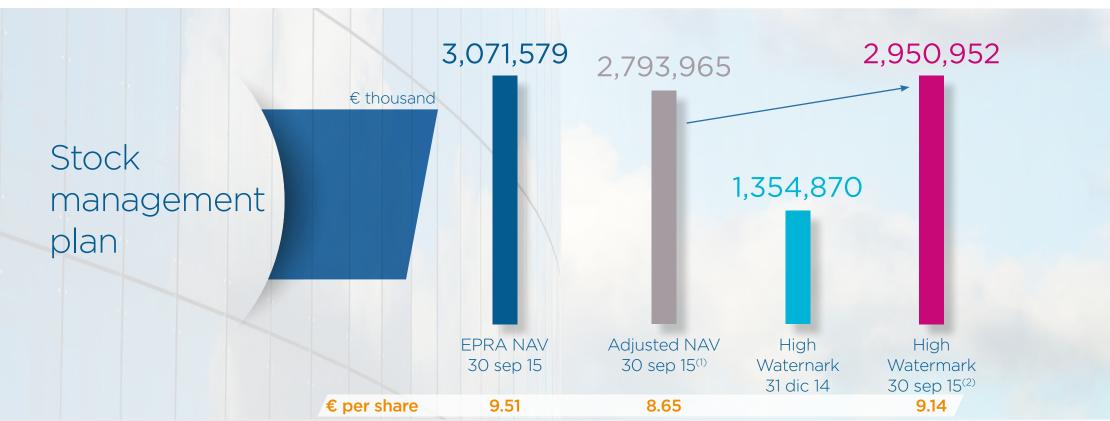
<sup>&</sup>lt;sup>3</sup> Calculated as annualized net rents after incentives and collection loss (passing net rents as of June 30, multiplied by 12), divided by commercial portfolio GAV

<sup>&</sup>lt;sup>4</sup> Outstanding shares as of September 2015 is 323 million



# MERLIN's management at its own initiative has elected to calculate the stock plan based on the adjusted NAV, deducting atributtable goodwill from EPRA NAV

Stock Plan states that EPRA NAV shall apply for the calculation of the year end shareholder return. However, at the initiative of the management the 2015 adjusted NAV will prevail instead. This means that the goodwill arising from Testa acquistion is deducted from EPRA NAV for stock plan calculation purposes



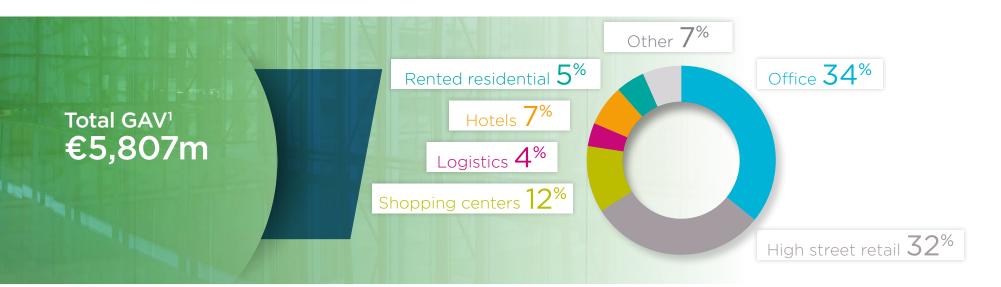
<sup>&</sup>lt;sup>1</sup>Adjusted NAV is calculated as EPRA NAV less goodwill generated by Testa acquistion (€ 277,615 thousand).

<sup>&</sup>lt;sup>2</sup> High watermark as of 30 Sep 15 has been calculated as high watermark as of 31 Dec 14 (€ 1,354,970 thousand) plus May capital increase net proceeds (€ 596,235 thousand), plus August capital increase net proceeds (€ 999,747 thousand).



### Portfolio breakdown





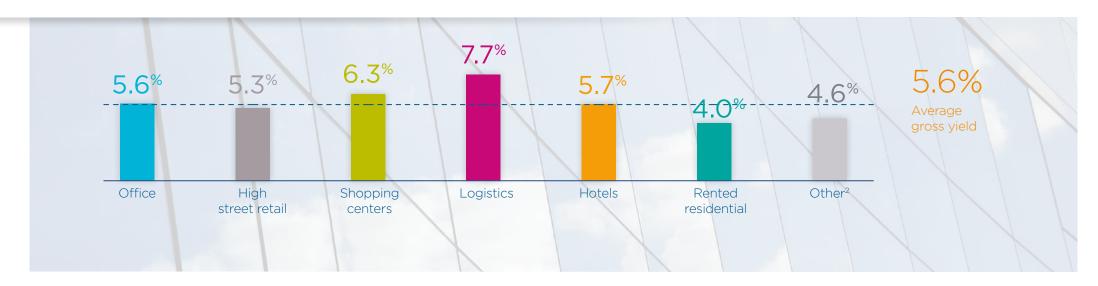


<sup>&</sup>lt;sup>1</sup> Based on 100% consolidation of Testa. Includes € 2,416m of MERLIN GAV as of June 30th excluding Testa stake, plus € 3,202, of Testa GAV as of March 31st, plus € 177m of acquisitions in 3Q 2015, valued at acquisition cost, plus €11.7m of advanced payments deposits.

<sup>&</sup>lt;sup>2</sup> Based on 100% consolidation of Testa. Annualized rents have been calculated as (i) MERLIN passing monthly gross / net rents as of June 30th, multiplied by 12, (ii) Testa passing gross / net rents for the first semester, multiplied by 2, and (iii) annual gross / net rents for acquisitions executed post June 30th.



# EPRA gross yields<sup>1</sup>



# Occupancy and WAULT<sup>1</sup>



Annualized gross rents per asset category divided by June 30th appraisal of MERLIN portfolio and March 31st appraisal of Testa portfolio.

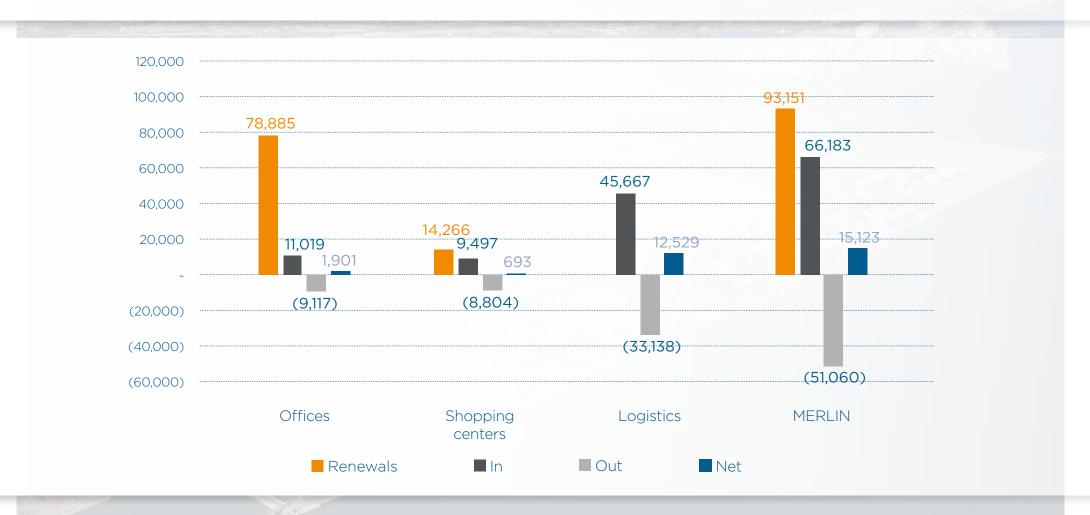
<sup>&</sup>lt;sup>2</sup> Other includes senior residences and parking facilities.

<sup>&</sup>lt;sup>3</sup> Includes financial assets (i.e. AC Forum and Costa Ballena). If excluded, the WAULT would be 4.1 years.

<sup>&</sup>lt;sup>4</sup> Weighted by GRI, excludes AC Forum and Costa Ballena.



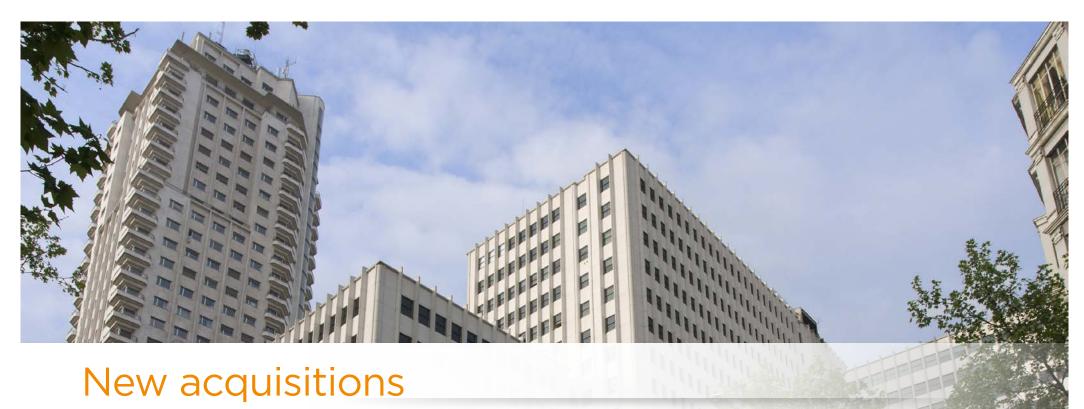
Positive net lease-up accross all asset classes. 159.3k sqm lease-up of which 66.2k sqm are new contracts and 93.2k sqm are renewals





# On track with the latest €370m pipeline reported







# Madrid - Getafe (Olivos)



• €11.2m

• 7.3% Gross Yield

Acquisition price<sup>3</sup>





#### Source: Company.

- <sup>1</sup>Annualized 2015 GRI.
- <sup>2</sup> Weighted average unexpired lease term calculated as from September 30, 2015.
- <sup>3</sup> Including transaction cost.

#### DESCRIPTION

This asset, built in 2004 following the highest standards for logistics facilities, perfectly suited for cross-docking requirements, has a gross lettable area of 11,488 sqm and is fully leased on a long-term basis to Gefco, one of the leading French logistics.

The property is located in the industrial area known as Los Olivos industrial area of Getafe alongside the A-4 highway and in front of the M-45 motorway, benefitting from direct access. Getafe is the prime logistics area in South Madrid, which boasts excellent access to the A-4, M-50, R-4 and A-42 roads. Other tenants in the logistic park include Dia, TNT and CBL.

#### **KEY FACTS**

- 100%
  Percent Ownership
- Title Freehold
- 11,488 sqm
- LOCATION
  - **Q** Getafe

- 100% Occupancy
- €0.8m Annual GRI<sup>1</sup>
- 3.0 years Wault<sup>2</sup>
- No of tenants



# Madrid - Getafe (Gavilanes)





- Turn-key acquisition.
- Delivery of finished asset by December 2016.
- 18 months rental guarantee after delivery.

#### DESCRIPTION

Logistics asset comprising 6 modules with a total GLA of 39,576 sqm located in the industrial area known as Gavilanes, in Getafe, with immediate access to the A-4 highway, M-50, R-4 and M-45. Getafe is a prime logistics area in Madrid (16 kms. to Madrid city centre, 9 kms. from Mercamadrid and 27 kms. from Madrid airport). Other close tenants in the area include Decathlon and Costco.

#### **KEY FACTS**

- 100% Percent Ownership
- Freehold
- 39,576 sqm
- 100% Occupancy
- €2.3m Annual GRI
- €29.2m Acquisition price<sup>2</sup>
- 7.7% Gross Yield

### LOCATION



<sup>&</sup>lt;sup>1</sup> Annualized forecast GRI upon full occupancy.

<sup>&</sup>lt;sup>2</sup> Including transaction cost.

# Arturo Soria (Madrid)



• €37.3m

• 5.8% Gross Yield

Acquisition price<sup>3</sup>





#### **DESCRIPTION**

Prime urban shopping center in Arturo Soria, East of Madrid, within a high-end residential area, and excellent connections to the A2 and the busy M30/M40 highways. The property comprises a total GLA of 6,965 sqm, divided into two floors of retail and two floors of parking. The shopping center has 82 units, with renowned brands such as Massimo Dutti, Purificación Garcia, Bimba y Lola, Zara Home, Lateral and Sanchez Romero supermarket.

#### **KEY FACTS**

- 50%
  Percent Ownership
- Freehold
- 6,965 sqm
- LOCATION



- 91% Occupancy
- €4.2M Annual GRI<sup>1</sup>
- 1.5 years Wault<sup>2</sup>
- No of tenants 82

Massimo Dutti





Source: Company.

<sup>&</sup>lt;sup>1</sup>Annualized 2015 GRI.

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

<sup>&</sup>lt;sup>3</sup> Including transaction cost.

### Barcelona-Sant Esteve



• €9.8m

• 7.9% Gross Yield

Acquisition price<sup>3</sup>



#### Source: Company.

- <sup>1</sup>Annualized 2015 GRI.
- <sup>2</sup> Weighted average unexpired lease term calculated as from September 30, 2015.
- <sup>3</sup> Including transaction cost.

### DESCRIPTION

Logistic asset, with 16,812 sqm of GLA, located in Sant Esteve Sesrovires (Barcelona, in the conjunction of the A-2 and AP-7 highways), in a consolidated logistics park in close proximity to the SEAT car factory in Martorell, mostly accommodating tenants related to car manufacturing and food. The asset is leased to the French multinational Decathlon.

#### KEY FACTS

- 100% Percent Ownership
- Freehold
- 16,812 sqm
- LOCATION

- 100% Occupancy
- €769 K Annual GRI<sup>1</sup>
- 0.9 years Wault<sup>2</sup>
- No of tenants



Barcelona



# Barcelona-Granada del Penedés





#### DESCRIPTION

Logistic asset, with 16,758 sqm of GLA, located in the logistics park of La Granada del Penedés, (Barcelona, facing the AP-7 highway) fully leased to Norwood, a wholly-owned subsidiary of BIC and one of the leading suppliers of imprinted promotional products.

#### KEY FACTS

LOCATION

- 100% Percent Ownership
- Freehold
- 16,758 sqm
- 100% Occupancy
- €736 K Annual GRI<sup>1</sup>

• 4.3 years Wault<sup>2</sup>

- €9.2m Acquisition price³
- 8.0% Gross Yield



Source: Company.

<sup>3</sup> Including transaction cost.







<sup>&</sup>lt;sup>1</sup> Annualized 2015 GRI.

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

# Barcelona-7AI Port







Other shareholders of ZAL Port of Barcelona are Autoritat Portuaria de Barcelona (63%)

- <sup>2</sup> Based on 377k sqm of built area, excluding the 190k buildable sqm for future development.
- <sup>3</sup> 2014 GRI reported.
- <sup>4</sup> Acquisition of 32% stake.

#### DESCRIPTION

The ZAL in the Port of Barcelona is the most renowned logistics platform in the Mediterranean corridor with a total surface of 212 hectares. The platform benefits from a unique location inside the Port of Barcelona, only 2 km from the airport and 10 minutes-drive from the city centre. The surface under leasehold includes 376,992 sqm of GLA for logistics warehouses already built, land for the future development of 190,000 sqm of GLA, and 407,063 sqm of land let to third parties for logistics use. The platform is almost fully occupied by more than 130 logistics operators and end users both domestic and international

#### KFY FACTS

- 32% Percent Ownership<sup>1</sup>
- Title Leasehold
- 567k sqm
- LOCATION

- 92.4% Occupancy<sup>2</sup>
- €33.3 m Annual GRI³
- 407k sqm of additional leased land

• No of tenants 130













• €50.0m

• 9.2% Gross Yield

Acquisition price4

# Enhanced footprint in logistics



MERLIN has become a key logistics player with 1.2m sqm of GLA under management and presence in all main logistic hubs



