

REALIA



RESULTS 3Q 2024

22nd October 2024

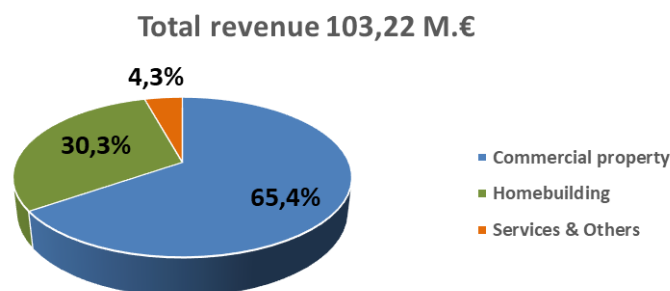
EXECUTIVE SUMMARY
MAIN FINANCIAL FIGURES

| (€MM) | 3Q 2024 | 3Q 2023 | Var. (%) |
|--|---------------|---------------|---------------|
| Total revenue | 103,22 | 99,47 | 3,8 |
| Commercial Property | 67,49 | 66,66 | 1,2 |
| Homebuilding | 31,34 | 29,78 | 5,2 |
| Services & Others | 4,39 | 3,03 | 44,9 |
| Gross operating profit (adjusted EBITDA) ⁽¹⁾ | 51,20 | 51,01 | 0,4 |
| Fair value appraisal result | 1,86 | -15,03 | -112,4 |
| Financial results | -19,40 | -13,33 | 45,5 |
| Profit after tax | 29,87 | 21,00 | 42,2 |
| Attributable net profit | 28,32 | 19,65 | 44,1 |
| Net financial debt | 522,89 | 534,31 | -2,1 |
| Nº shares (mm) treasury shares not included | 811,09 | 811,09 | 0,0 |
| Earnings per share (€) | 0,035 | 0,024 | 45,8 |

⁽¹⁾ It includes provisions related to current assets

REVENUE & RESULTS

- Realia has achieved total income of €103.22 million up to the third quarter of 2024, 3.8% higher than the same period in 2023.
- The distribution of income across different business areas, compared to the same period in 2023, has been:
 - o Homebuilding: €31.34 million (+5.2%)
 - o Commercial Property: €67.49 million (+1.2%)
 - o Services & Others: €4.39 million (+44.9%)
- The percentage distribution of operating income by business area during Q3 2024 has been:



- In the homebuilding area, income increased by 5.2% (€31.34 million) compared to September 2023, driven by the higher number of units delivered.
- In the commercial property area, income grew by 1.2% (€67.49 million), explained by higher income from the Build to Rent (BTR) activity (+€1.59 million), offset by a slight decrease in income from tertiary-use assets (-€0.77 million), mainly in offices, due to lower occupancy rates (-1.6% compared to September 2023).
- Additionally, the Group saw a 44.9% increase in services and others income (€4.39 million), from marketing, technical management, and administrative-fiscal management contracts for developments and/or third-party companies outside of the Realia Group.
- Adjusted Gross Operating Profit – “Adjusted EBITDA” (including provisions associated with current assets amounting to €4.85 million) increased by 0.4%, reaching €51.20 million, compared to €51.01 million in September 2023, mainly due to improved results in the commercial property area.
- The Group posted a positive Adjusted EBITDA across all its activities (homebuilding, commercial property, and services) in 3Q 2024.
- The impact from the valuation of property assets (IAS 40), reflected in the financial statements according to the appraisal by independent experts as of June 30, 2024, resulted in a positive outcome of €1.86 million (+0.3% change in value compared to Dec. 2023), compared to a negative €15.03 million in the first half of 2023. This valuation remains affected by high interest rates, leading to higher yields demanded by investors for certain types of rental assets. The valuation of Build to Rent (BTR) assets increased by €12.1 million, which offset the loss in value of other assets (mainly offices).
- The financial result as of September 30, 2024, was negative at €19.40 million, compared to a negative €13.33 million in the same period of 2023. This year-on-year negative variation of €6.07 million is due to a €4.94 million increase in ordinary financial costs resulting from rising interest rates due to the increase in Euribor and the expiration of the Group's interest rate hedges, as well as €1.13 million in positive extraordinary financial results in 2023.
- Profit after tax as of September 30, 2024, stood at €29.87 million, representing a 42.2% increase compared to €21.00 million in the same period of 2023, due to the factors mentioned above.
- Net Attributable Profit reached €28.32 million as of September 30, 2024, 44.1% higher than the €19.65 million obtained in the same period of the previous year.

INDEBTEDNESS

- The Realia Group's net financial debt stood at €522.89 million as of September 30, 2024, compared to €534.31 million in September 2023, a decrease of 2.1%.
- Cash and cash equivalents amounted to €14.73 million as of September 30, 2024, compared to €33.20 million as of September 30, 2023. This cash, along with the cash flow generated throughout the year, will be allocated to debt repayment, completion of ongoing developments, initiation of new projects, capex investments in current assets to meet tenants' demands for sustainability and well-being (technology, occupational health, etc.), and the development of new projects.
- As of September 30, 2024, the Realia Group's gross financial debt stood at €537.61 million, compared to €567.51 million in the same period of 2023, a decrease of 5.3%.
- The weighted average interest rate on loans was 4.86% as of September 30, 2024, compared to 3.07% (including derivatives) in the same period of 2023.

COMMERCIAL PROPERTY

- Rental income from Realia's assets amounted to €53.21 million as of September 30, 2024, an increase of 1.8% compared to the same period in the previous year (€52.25 million). This growth is mainly due to higher income generated from the Build to Rent (BTR) activity (+€1.33 million), which was partially offset by a slight decrease in total rental income from tertiary-use assets (-€0.37 million), primarily in offices, which experienced lower occupancy rates (-1.6% compared to September 2023).
- The overall occupancy rate of tertiary-use assets in operation, including the company consolidated under the equity method (As Cancelas Siglo XXI, SL), stood at 90.9% as of September 2024, compared to 90.8% in September 2023. This slight 0.1% increase is due to higher occupancy in retail assets (+2.9%), offset by a 1.6% decline in office assets, mainly those located in the outskirts.
- As of September 30, 2024, the Group continues its Build to Rent (BTR) activity, operating a total of 280 homes in the municipality of Tres Cantos (Madrid), the same number as in September 2023.

The overall occupancy rate of properties dedicated to the Build to Rent (BTR) activity reached 98.9% in September 2024, compared to 54.5% in September 2023. This significant change is due to the launch of 152 new homes that were added to the portfolio during this period.

| OPERATIONAL HIGHLIGHTS | 3Q 2024 | 3Q 2023 | Var. (%) |
|---|----------------|----------------|-----------------|
| Commercial Property | | | |
| GLA (sqm) | 438.974 | 438.974 | 0 |
| - Tertiary use (offices, shopping centres and others) | 403.879 | 403.879 | |
| - Residential use, Build to Rent (BTR) | 35.095 | 35.095 | |
| Occupancy (%) | 91,5% | 87,9% | 4,1 |
| - Tertiary use (offices, shopping centres and others) | 90,9% | 90,8% | |
| - Residential use, Build to Rent (BTR) | 98,9% | 54,5% | |

HOMEBUILDING

- Total income from the homebuilding area amounted to €31.34 million as of September 30, 2024, a 5.2% increase compared to €29.78 million in the same period of 2023.
- As of September 30, 2024, 70 units have been delivered, compared to 63 units during the same period last year. This led to a 6.1% increase in revenue, reaching €30.73 million, compared to €28.97 million in the previous year.
- As of September 30, 2024, Realia has a stock of 520.5 units (homes and small retail) finished or in the pipeline non-delivered, of which 188.5 are pre-sold. Additionally, there are 25 single-family land plots available for sale for self-development purposes.
- Realia began marketing 169 units from developments in the pipeline this year, including "3@ Patraix" in Valencia, "Natura" in Masarrochos (Valencia), and "Hubara" in Las Palmas de Gran Canaria. As of September 30, 2024, 42.6% of these units have been pre-sold.
- Realia's current land portfolio, in various stages of urban planning, totals 6,925,735 m² of gross surface area with an estimated buildable area of 1,710,671 m².

STOCK MARKET DATA

Realia's shares closed the third quarter of 2024 at €1.00, representing a decrease of 5.66% compared to the closing price at the end of 2023.

| | 30 September 2024 |
|---|-------------------|
| Closing stock price (€ / share) | 1,00 |
| Market cap. end-of-period (€) | 820.265.698 |
| High of the period (€ / share) | 1,28 |
| Low of the period (€ / share) | 0,924 |
| Average of the period (€ / share) | 1,0235 |
| Daily trading volume (Thousand of Euro) | 40 |
| Daily trading valuem (Thousand of shares) | 690 |

APPENDIX – GLOSSARY OF APMs**Gross Operating Profit - Adjusted EBITDA:**

Operating profit (gain or loss) adjusted for depreciation, impairments, gains or losses from the disposal of fixed assets, and the variation in provisions not associated with current assets.

Profit after tax:

The profit after taxes.

Gross Financial Debt:

Financial debt with credit institutions and similar entities, both current and non-current.

Net Financial Debt:

Gross financial debt minus cash and other liquid equivalent assets.

Earnings per share:

Calculated as the ratio between the profit attributable to the parent company of the Realia Group and the number of outstanding shares, excluding treasury stock, at the end of the reporting period.

Occupancy:

Occupied area of the rental asset portfolio divided by the operational area of the portfolio in use.

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