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TO THE NATIONAL SECURITIES MARKET COMMISSION

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 on Friday, February 26th, 2021, at 3 p.m. Madrid/CET time, 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=ee78bbbb0030cc4d0b2b2e5cd9c2a03bb>

Event number: 7072888

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Netherlands	08000235015

Attached you will find the press release and supporting documentation for the presentation that is also available on MERLIN’s corporate website (www.merlinproperties.com)

Madrid, February 25th 2021.

MERLIN Properties weathers Covid-19 thanks to the diversification of the portfolio

- Gross rents: € 503.4 million (-4.3%)
- EBITDA: € 365,4 million (-14.1%)
- Gross asset value: € 12,811 million (+0.5%)
- Net asset value per share: € 15.46 (+0.5%)
- Operating profit (“FFO”): € 262.4 million (-16.2%)

- Operating profit exceeds € 262 million (equivalent to €0.56 per share), with a decrease of -16.2% vs. 2019, due to the pandemic impact.
- The outstanding quality of our portfolio in terms of assets and tenants helps to preserve the performance in offices and net leases. E-commerce has boosted logistics and has offset the Covid-19 effect in shopping centers, heavily affected by closures and restrictions.
- The net asset value as per EPRA recommendations (“EPRA NTA”) stands at €15.46 per share, with a 0.5% growth YoY.
- LTV stands at 39.9%, with a very strong liquidity position of €1.25bn and with a very high collection rate.

Madrid, 25 February – MERLIN Properties has reported FY2020 results, with total revenues of €508.6 million (including gross rents of € 503.4 million), recurring EBITDA of €365.4 million and operating profit of €262.4 million (€0.56 per share). Positive net earnings of €56.4 million, despite the adjustment in valuation and assets sold. The estimated impact of foregone rents (fixed, variable and mall income) and extraordinary expenses incurred as a result of Covid-19 has amounted to over €64 million, equivalent to €0.14 per share. €10 million in costs savings achieved, equivalent to €0.02 per share, due to management waiver of compensation.

The gross asset value (GAV) of the portfolio amounts to €12.811 million (+0.5% vs. 2019), the biggest increase in logistics (+8.0%). Offices and net leases remain in line with 2019 and shopping centers has suffered an adjustment of -8.7%. The net asset value of the portfolio amounts to €7,263 million (€15.46 per share), with an increase of 0.5% vs 2019.

MERLIN Properties continues to actively manage their balance sheet and collection rate during this complicated year. After the issuance and repayment of bonds and the early repayment of mortgage debt, the LTV stands at 39.9%, with a liquidity position of €1.25 bn and an average debt maturity of 6 years. The uncollected rate has been insignificant.

Offices

- Business performance

Good performance in the period with a 2.2% like-for-like rent increase. Tenant turnover has been mitigated during the pandemic, with a renewal rate of 83%. The average rent increase has been 3.0%. Occupancy remained high, at 91.1%, despite a challenging market environment.

- Landmark Plan I

The Plan is in its final phase, with 3 projects under way. Both Castellana 85 in Madrid and Monumental in Lisbon will be delivered in the second quarter of 2021, with full occupancy. Castellana 85 will be the HQ of Accenture and Elecnor in Madrid whereas Monumental will be BPI's HQ in Portugal. Both projects display very attractive yield on cost. These deliveries will be followed by the refurbishment of Plaza Ruiz Picasso, in the heart of Azca, a large-scale project that will commence in the third quarter.

Logistics

- Business performance

The logistics market has been boosted by the pandemic-driven growth in online sales. Logistics has surpassed Shopping Centers, becoming the second most important asset category for the Company, which is the leader in the Iberian market with more than 1.8 million sqm under operation and €86 million in gross annual rents, including the proportionate contribution of Zal Port Barcelona. MERLIN will further reinforce this leadership with future developments included in Best II & III plans and in Zal Port. These developments will generate more than 1 million of additional sqm and future estimated rents of €55 million.

The like-for-like rent increase in logistics has been 1.8%, with a release spread of 6.0% and almost full occupancy: 97.5%.

- Best Plan II & III

During 2020, 237,046 new sqm have been delivered in the main Spanish hubs, including A-2 Cabanillas, A-4 Seseña, ZAL Port Barcelona, Sevilla Zal and Zaragoza-Plaza II. These projects have already been delivered and let to tenants such as DSV, Amazon, UPS, DAMM, Agility or Lidl. 450.677 sqm are still under construction, of which 290.399 sqm are already pre-let. Land banks for future developments amount to an additional 589.662 sqm of buildable area.

Shopping centers

- Business performance

Shutdowns and severe attendance restrictions have heavily affected Shopping Centers for many months of the year, severely reducing footfall and tenant sales, which have fallen 36% and 37% respectively.

MERLIN implemented a commercial policy in March to all tenants affected by the compulsory lockdown. In June, an additional commercial policy was approved to help tenants maintain their OCRs at sustainable levels. In return, tenants have extended their contracts until 2022, securing our occupancy in the portfolio during 2020 and 2021. In October, a new commercial policy was launched for the first half of 2021, forecasting further difficulties at the beginning of the year due to new waves of the virus until minimum vaccination levels are reached. More than 95% of our tenants have accepted these policies in Spain.

- Flagship Plan

Porto Pi in Mallorca and Saler in Valencia are finalizing their works, with expected delivery date for both Saler and Porto Pi during the second quarter of 2021, after which, all works in the Flagship Plan will be finalized.

Preserving portfolio value

The gross asset value (GAV) of MERLIN amounts to €12,811 million as of December 31st 2020, following the appraisals performed by Savills, CBRE and JLL, versus a GAV of €12,751 million in 2019. By asset categories, offices and net leases have weathered the virus impact, maintaining the valuations in line with 2019; logistics, boosted by the market and the excellent performance of the portfolio, has increased by 8.0%. Shopping Centers has suffered an 8.7% decrease.

Net asset value amounts to €7,263 million, equivalent to €15.46 EPRA NTA per share, with a slight increase of 0.5% versus 2019 (€15.39 per share).

As part of its non-core asset disposals policy, MERLIN has divested circa €244 million, including 3 shopping centers, 3 logistics warehouses and 20 BBVA branches.

Sustainability

Despite the pandemic, the Company has continued to achieve its goals in terms of sustainability. The different initiatives have been clustered into three main groups: "Sustainable assets" which includes the future net zero emissions plan and initiatives that push towards energy efficiency actions and renewable energy consumption, with the immediate installation of photovoltaic solar panels in 24 assets; "Sustainable construction" which groups together the future plan to reduce carbon emissions in developments as well as urban regeneration projects such as Madrid Nuevo Norte or Renazca; and finally, "Sustainable mobility" refers to realities such as MERLIN Hub or the initiative to install electric chargers across our portfolio (with more than 800 already installed and 900 underway), as well as our innovative last-mile logistics project.

MERLIN has obtained a very good score in the 2020 edition of GRESB (78 out of 100) and in the Carbon Disclosure Project (B). Furthermore, progress continues in the portfolio's certification program, having achieved 42 new LEED/BREEAM certifications in 2020, bringing the percentage of certified buildings to over 82% and making it feasible to reach the ambitious target of 99% certified by 2022, set out years ago.

Future outlook for 2021

The Company envisages another complicated year and has drawn up its contingency plans considering a general scenario similar to 2020, although we expect an accelerating recovery from summer onwards.

In retail, we will experience a small decrease in occupancy due to tenants not being able to overcome the crisis. In offices, occupancy is also expected to be affected by space reductions as a result of the negative economic outlook and sporadic tenant bankruptcies. On the other hand, logistics will continue to grow and the net leases portfolio will continue to act as a safe haven, providing a significant volume of rents. In addition, the Company counts with a number of additional revenues secured by all the projects being delivered in 2021, amounting to €14 million in the period. This will help face another difficult year with the relative comfort to, at least, repeat or slightly improve the 2020 results.

For 2021 and with the scenario described above, the Company estimates its operating profit at €265 million or €0.56 per share. A final 2020 dividend of €0.25 per share will be requested to the Board, allowing a prudent cash retention.

About MERLIN Properties

MERLIN Properties SOCIMI, S.A. (MC:MRL) is the largest real estate company trading on the Spanish Stock Exchange. 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.

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FY 2020 RESULTS PRESENTATION

26 FEBRUARY 2021



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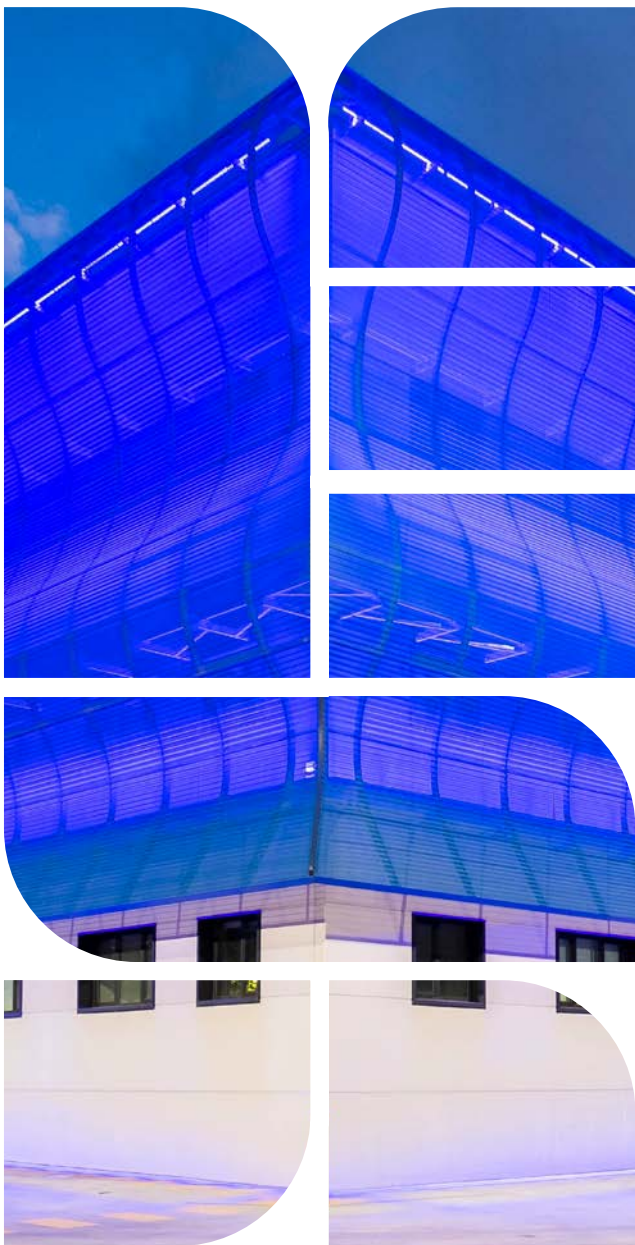
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CEO



MIGUEL OLLERO
GM / COO



DAVID BRUSH
CIO



Contents

Highlights

FY20 Financial results

Offices

Logistics

Shopping centers

Valuation and debt position

Sustainability & Technology

Value creation

Closing remarks



MERLIN

Market



	Occupancy FY20 (YoY)	New contracts (sqm) (YoY)	Rents (LfL Growth)
Offices	91.1% (-168 bps)	44,388 (-45% YoY)	€ 233m (+2.2% LfL)
Logistics	97.5% (-14 bps)	136,656 (-11% YoY)	€ 59m (+1.8% LfL)
Shopping centers	93.7% (+47 bps)	20,369 (-47% YoY)	€ 114m (-1.2% LfL)
Net leases	99.7%	-	€ 87m (+1.2% LfL)

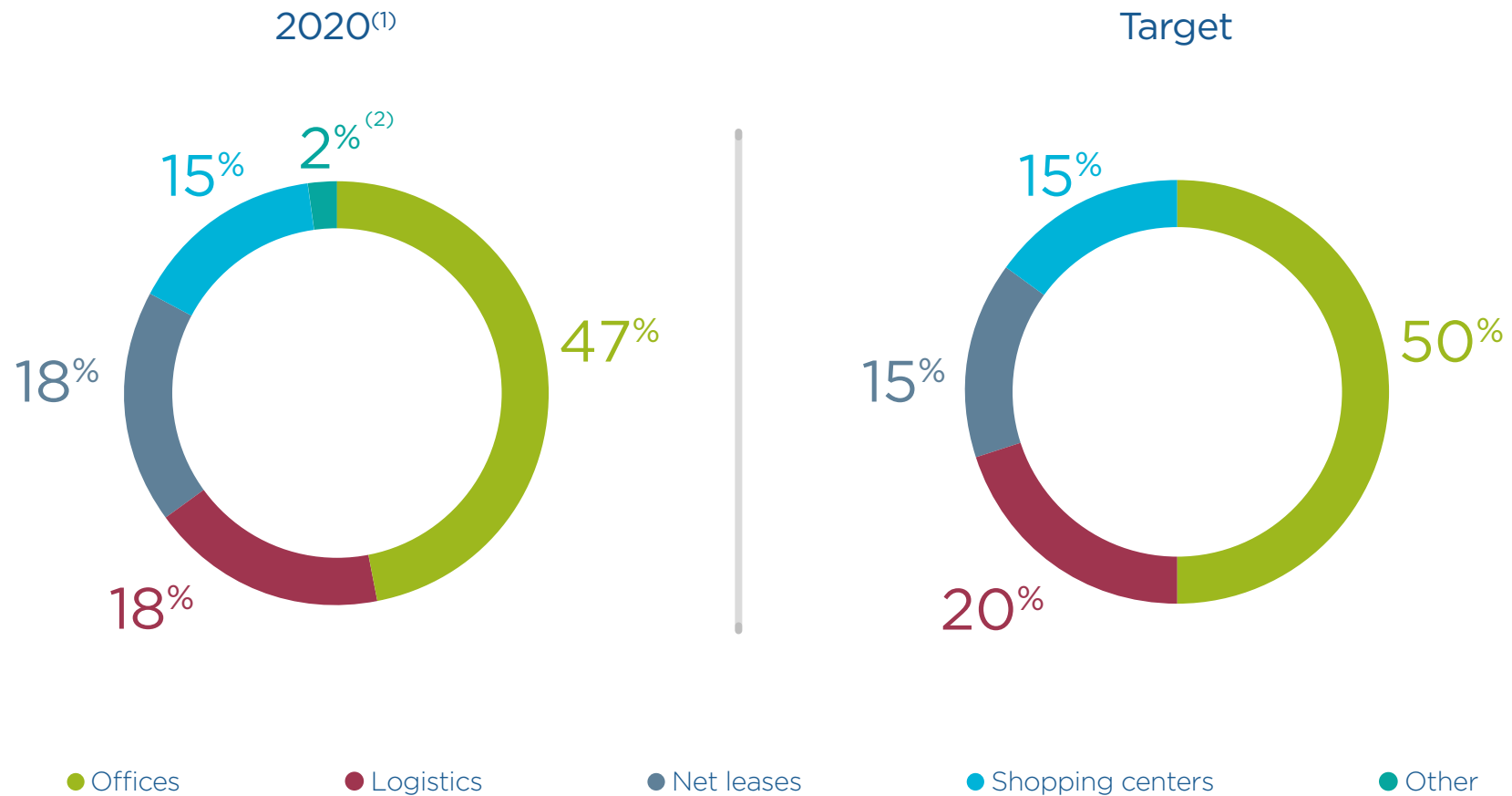
	Occupancy	New contracts (sqm)	Prime rents (€/sqm)
MAD	91.0% (-60 bps)	350k (-43% YoY)	35.5 (-2% YoY)
BCN	92.8% (-50 bps)	179k (-55% YoY)	28.0 (-2% YoY)
LISB	95.1% (-90 bps)	138k (-29% YoY)	23.0 (+0% YoY)
MAD	92.7% (-185 bps)	929k (-1% YoY)	6.25 (+0% YoY)
BCN	96.7% (-50 bps)	437k (-74% YoY)	7.0 (+0% YoY)
LISB	85.0% (0 bps)	136k (n.a)	4.0 (+0% YoY)
SPAIN			90.0 (-10% YoY)
PORTUGAL			102.5 (-2% YoY)

Source: BNP Paribas, Cushman & Wakefield and JLL

⁽¹⁾ Net rents: gross rents - incentives



Drop in net rents of SCs means logistics has overtaken retail as revenue contributor and will continue to be the fastest growing category



⁽¹⁾ Net rents including proportionate contribution of Zal Port and Tres Aguas

⁽²⁾ Other includes hotels, non core land, miscellaneous and minority stakes including DCN



MERLIN continues to expand its technology and digitalization efforts

Sensorization

Digitalization

Data and processes

User experience

Telefonica

DISTRICT



Signify



CARTO





MERLIN is implementing sustainable initiatives across its portfolio



Assets

- Path to net zero

Construction

- Embodied carbon reduction

Mobility

- Mobility as a service



- Photovoltaic



- Urban regeneration



- Last mile logistics



- Electric vehicles chargers

Scoring



78%



B





FY20 FINANCIAL RESULTS


Resilient business performance. FFO per share of € 0.56 beating the post Covid-19 guidance

(€ million)	FY20	FY19	YoY
Gross rents	503.4	525.9	(4.3%)
Gross rents after incentives	441.1	511.5	(13.8%)
Net rents	393.9	463.3	(15.0%)
EBITDA⁽¹⁾	365.4	425.5	(14.1%)
FFO⁽²⁾	262.4	313.3	(16.2%)
AFFO	247.6	303.3	(18.4%)
IFRS net profit	56.4	563.6	(90.0%)
EPRA NTA	7,263.4	7,229.5	+0.5%

(€ per share)	FY20	FY19	YoY
FFO	0.56	0.67	(16.2%)
AFFO	0.53	0.65	(18.4%)
EPS	0.12	1.20	(90.0%)
EPRA NTA	15.46	15.39	+0.5%

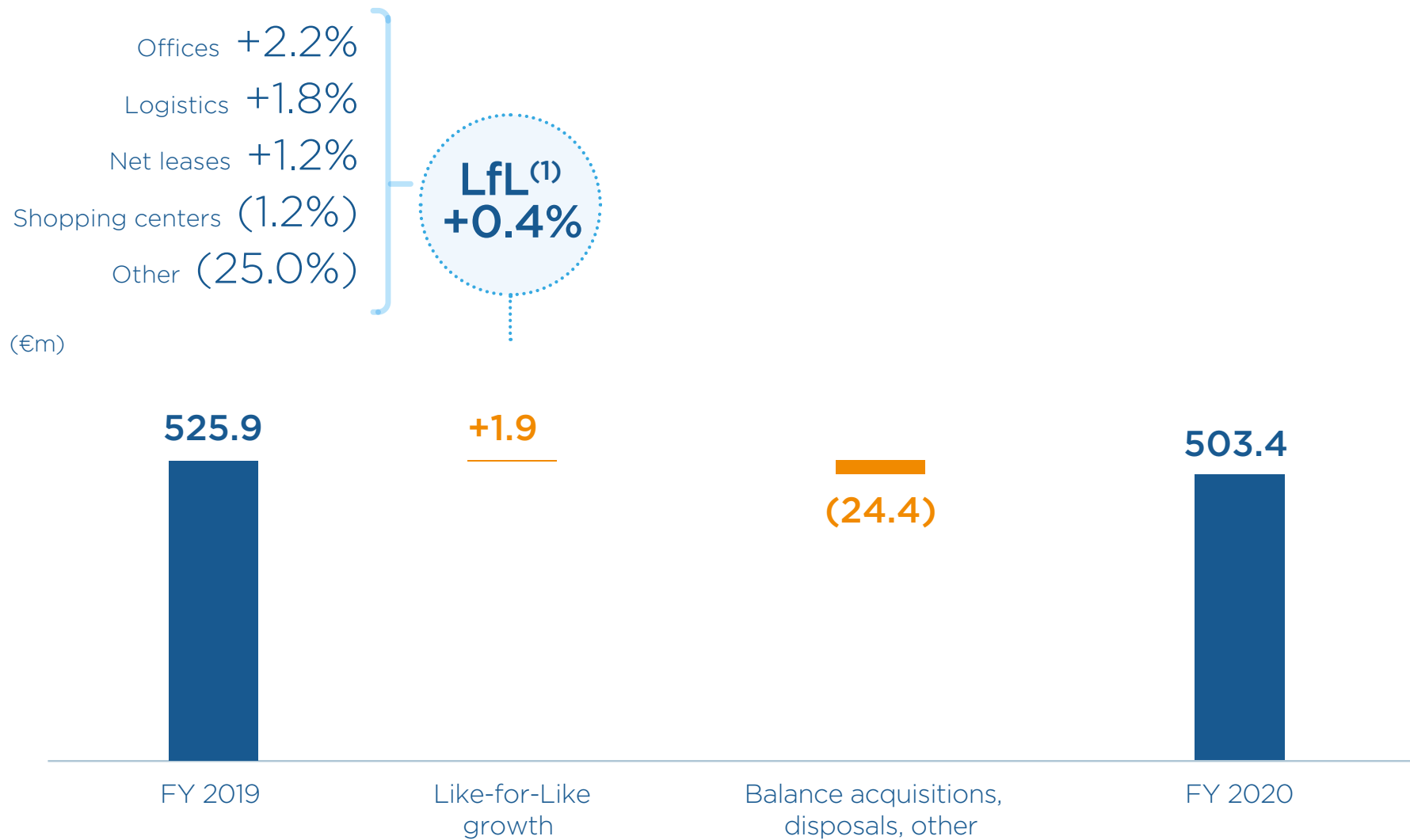
€ 0.10 of Covid (-0.02 of management compensation)
 € 0.03 of non core disposals

⁽¹⁾ Excludes non-overhead costs items (€ 6.2m) plus 2017-2019 LTIP pending accrual (€ 18.2m)

⁽²⁾ FFO equals EBITDA less net interest payments, less minorities, less recurring income taxes plus share in earnings of equity method



Good LfL growth in offices and logistics, while shopping centers down

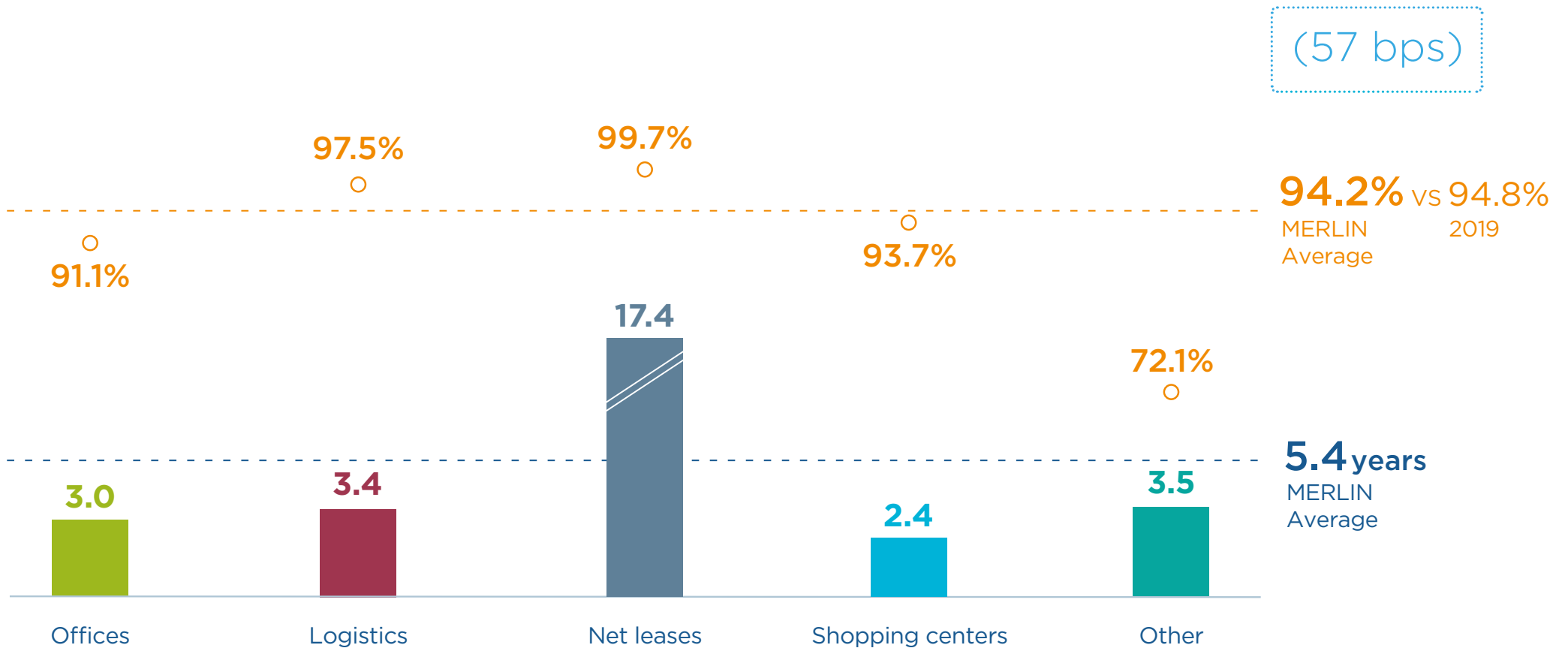


⁽¹⁾ Portfolio in operation for the FY19 (€ 485,2m) and for the FY20 (€ 487,1m)



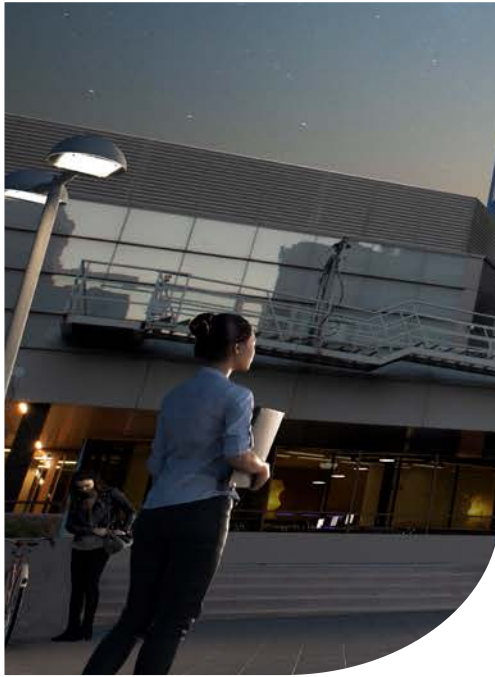
Occupancy maintained in a challenging environment

OCUPANCY AND WAULT TO FIRST BREAK PER ASSET TYPE⁽¹⁾



Source: Company

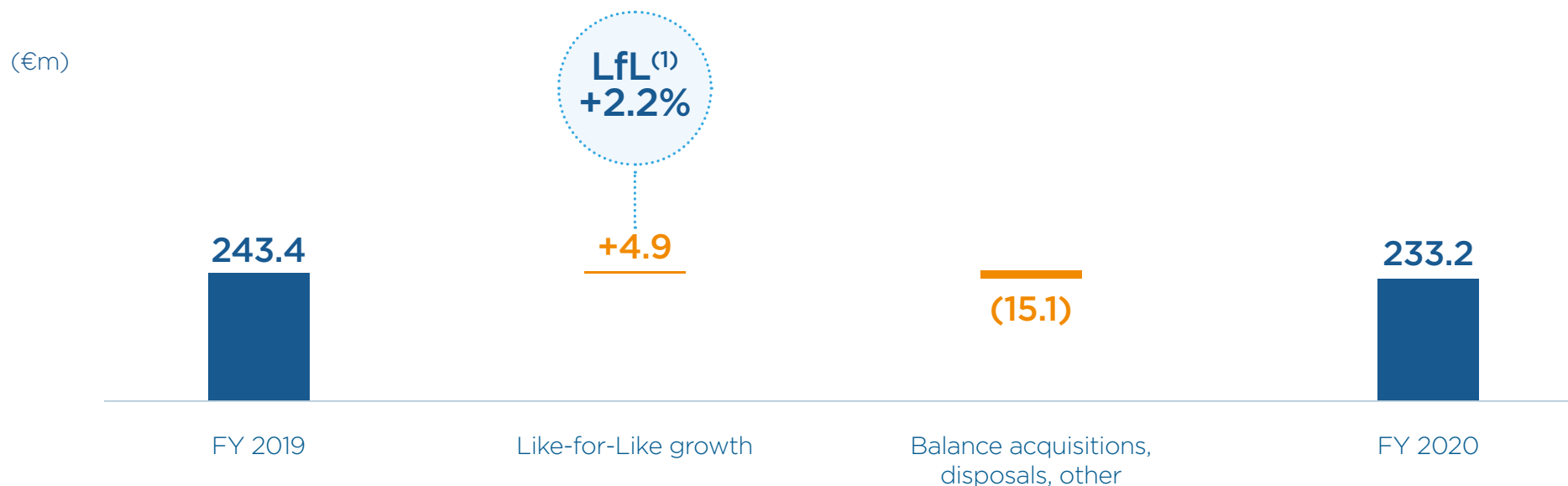
⁽¹⁾ WAULT by rents means the weighted average unexpired lease term to first break, calculated as of 31 December 2020



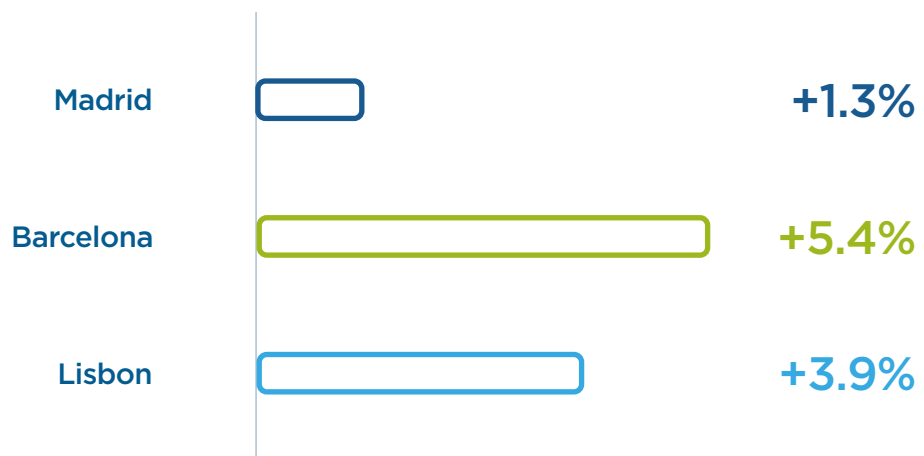
OFFICES



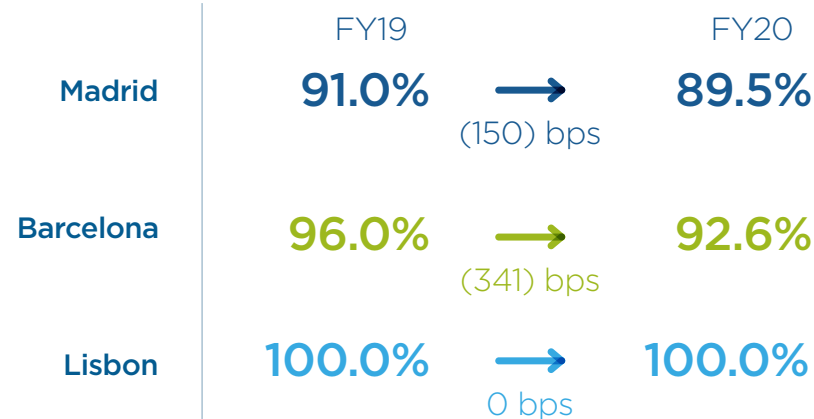
Positive LfL rental growth in the period (+2.2%)



LfL growth by area



Occupancy by area

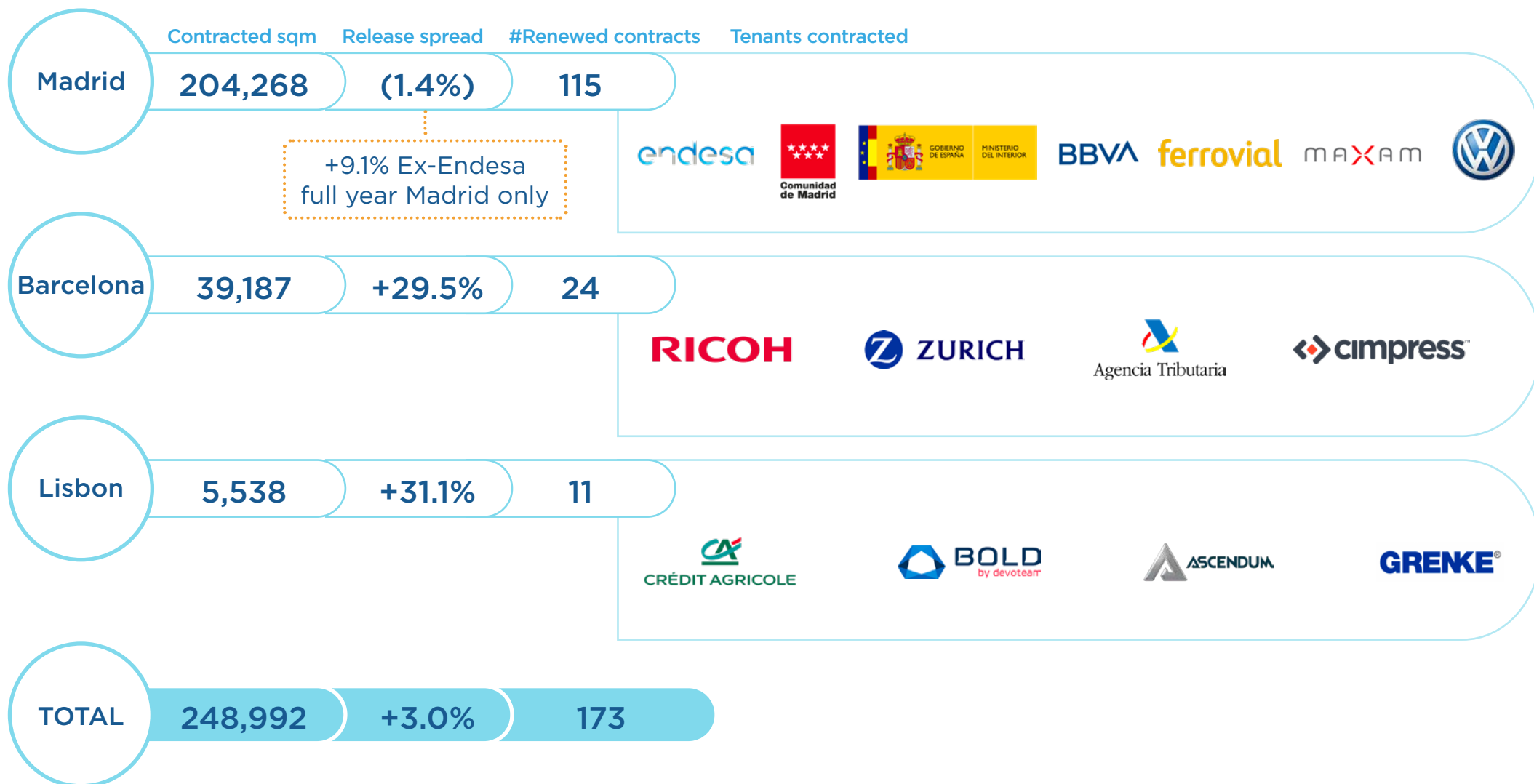


Travelperk early termination in Torre Glóries

⁽¹⁾ Office portfolio in operation for FY19 (€ 220.5m of GRI) and for FY20 (€ 225.4m of GRI)



Rental growth was positive in the period (+3.0% release spread)





What happened after Covid-19?

Q2-Q4 2020

News contracts signed⁽¹⁾ 83,518

Premium to FY19 ERV 7.3%

Contracts renewed 142,959

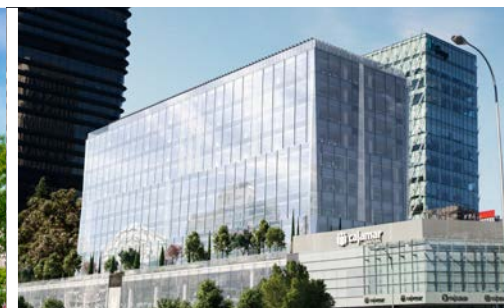
Renewal rate 83%

Release spread +0.9%

+12.9% Ex-Endesa
Post-Covid full portfolio



Monumental BPI



Castellana 85 accenture elecpor



TFM CRÉDIT AGRICOLE



Ribera del Loira endesa



PE Las Tablas BBVA



Castellana 280 Comunidad de Madrid

⁽¹⁾ Including WIP assets to be delivered in 2021



95%
large corporates

<8%⁽¹⁾
vulnerable industries

70%
headquarters



- Only **15%** to expire in 2021
- **12%** reversionary potential as a buffer against market declines
- **Diversified** tenants (Top-10 represents 31% of rents)



99.8%
rents collected in 2020



€ 12.5m future secured rents
from Landmark deliveries

⁽¹⁾ Including retail, leisure, tourism and automotive as per S&P definition

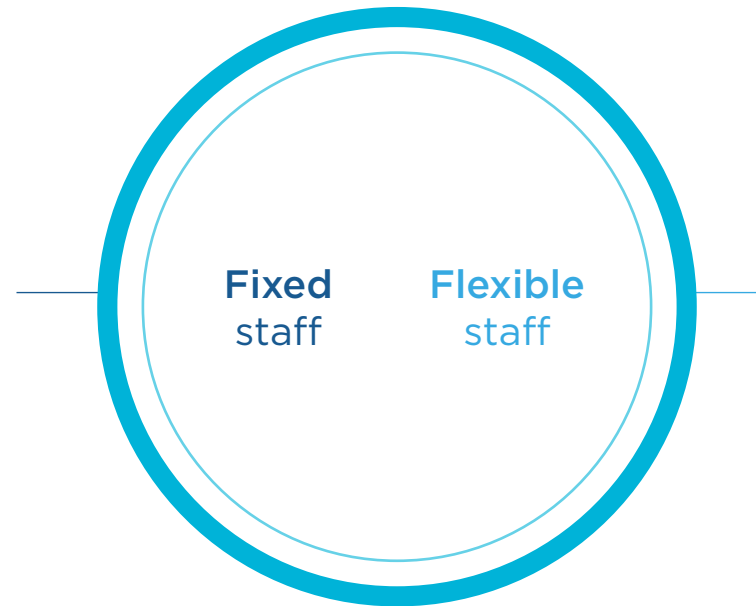


A full service shop in Iberia, offering the whole suite of products

The office of the future



Conventional office



Flexible office

Outside the scope of WFH Law

“Work close to home”

“Work close to the client”

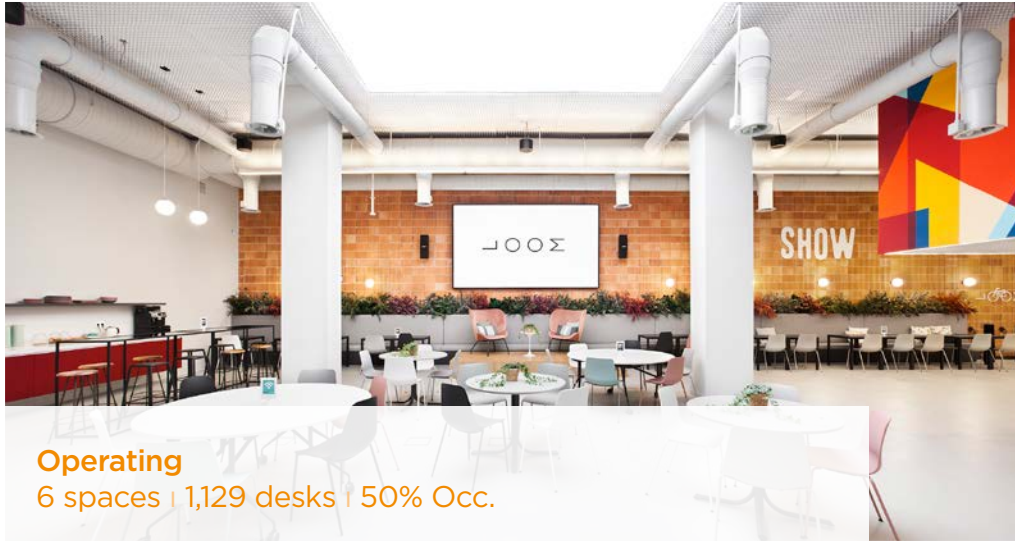
Fully serviced clients in our portfolio





MERLIN ready to escalate flex offer (currently 1.5% of stock)

Madrid



Operating
6 spaces | 1,129 desks | 50% Occ.

Barcelona



Operating
2 spaces | 348 desks | 59% Occ.

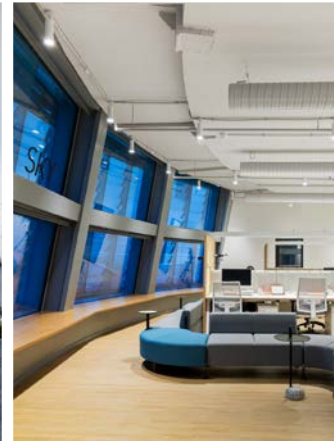


New openings

Atica
150 desks
Opening 2Q21

Torre Chamartín exp.
248 desks
Opening 2Q21

Pza. Ruiz Picasso
305 desks
Opening 4Q22

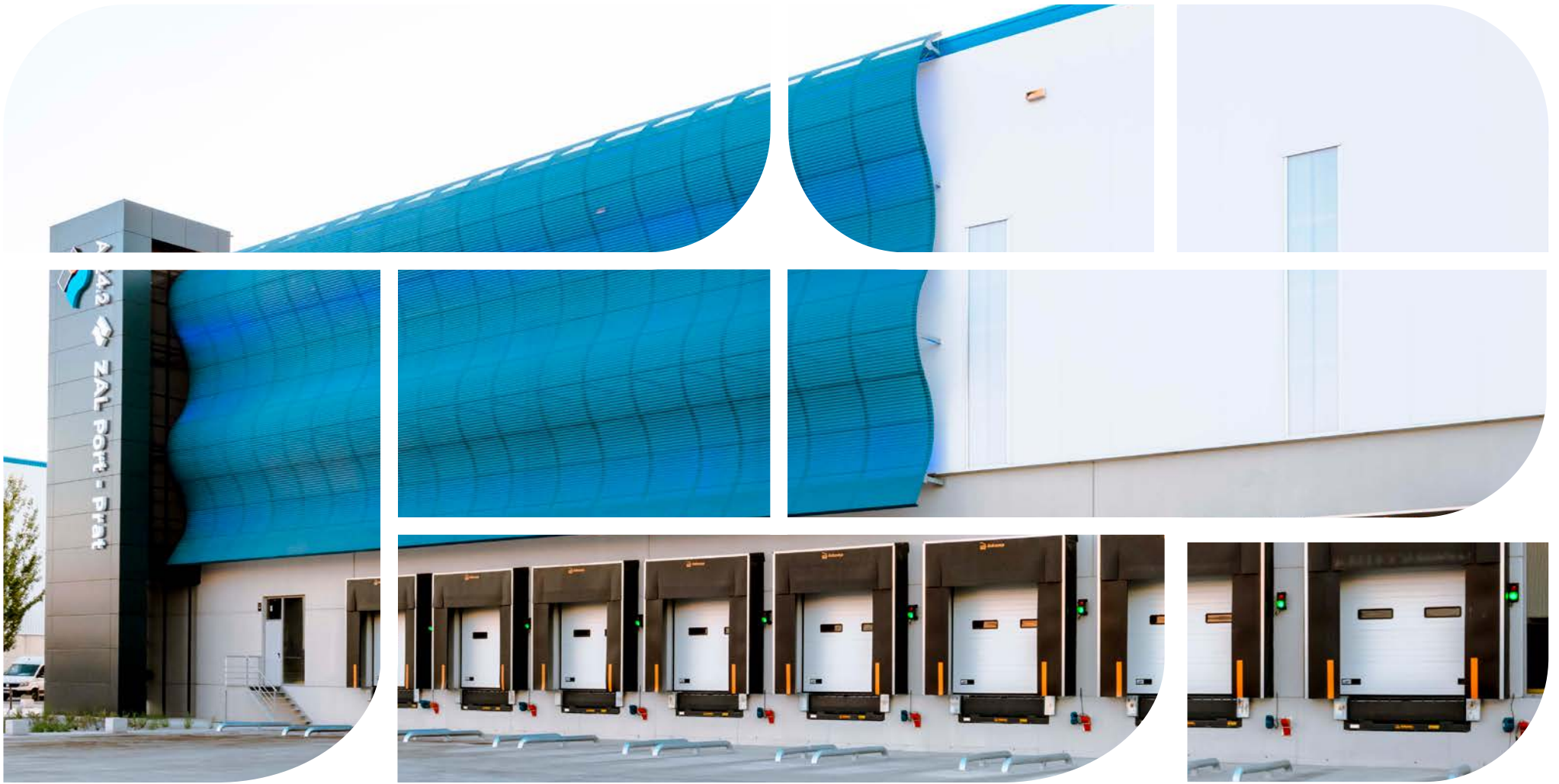


New openings

Torre Glòries exp.
98 desks
Opening 3Q21

Ferreteria 22@
247 desks
Opening 1Q22

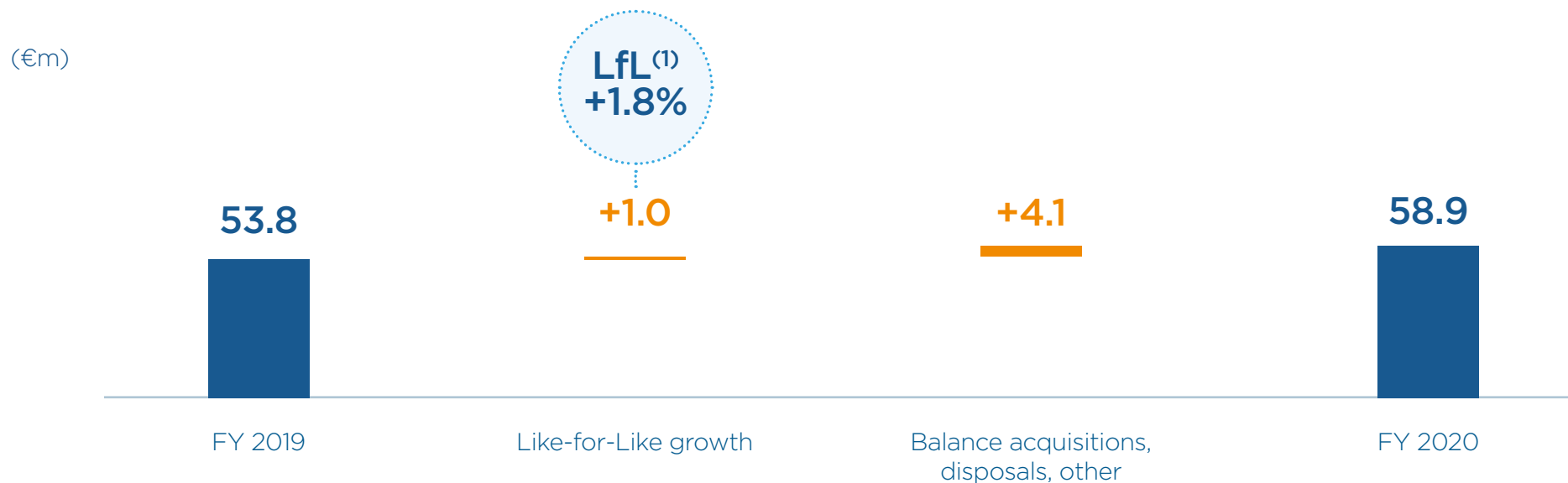
Plaza Cataluña 9
271 desks
Opening 1Q22



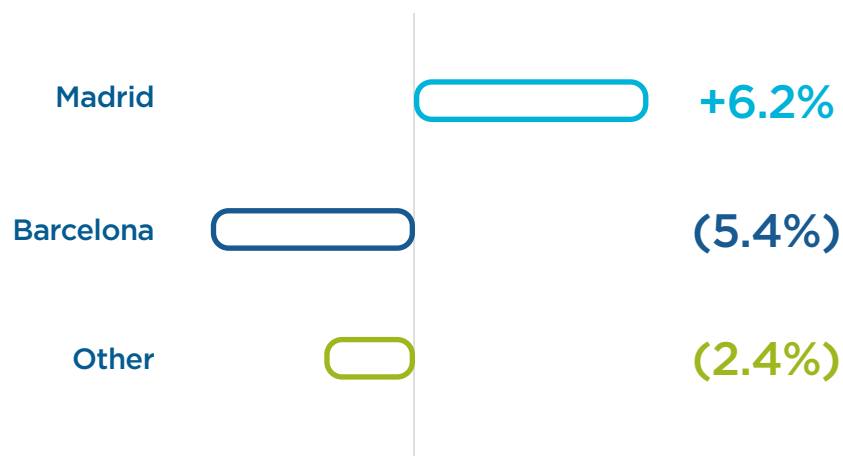
LOGISTICS



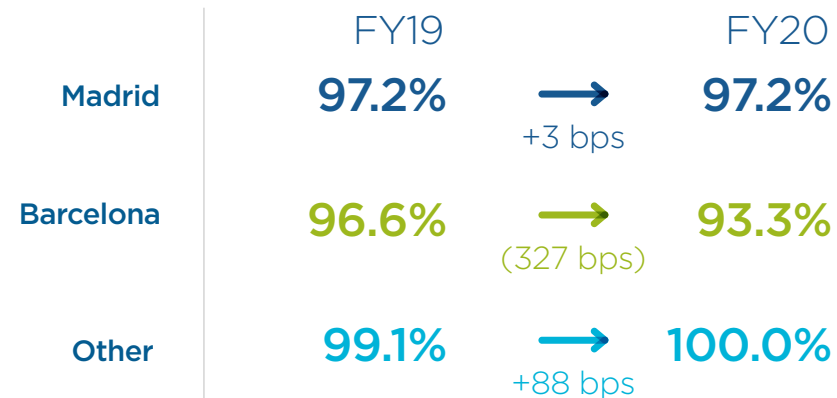
Logistics continues delivering a strong performance



Lfl growth by area



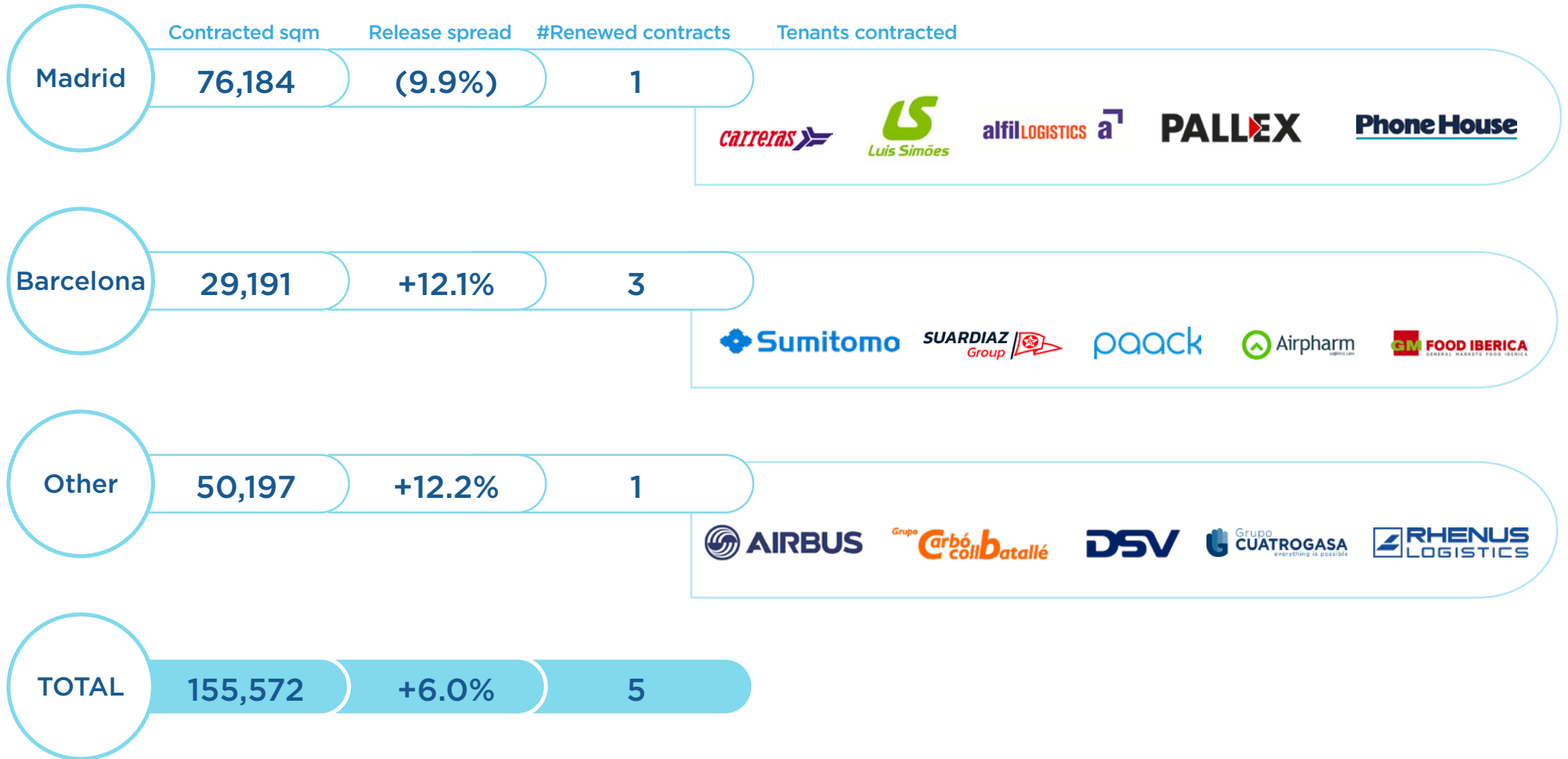
Occupancy by area



⁽¹⁾ Logistics portfolio in operation for FY19 (€ 52.3m of GRI) and for FY20 (€ 53.2m)



Excellent release spread (+6.0% all portfolio)





Stock
632,176

WIP
103,784

Stock incl. WIP
735,960

Third parties stock
183,252

Stock under management **919,212**

GRI secured
€ 8.1m

Contracted sqm Release spread #contracts Tenants

345,624

(0.3%)

41

ZAL Port



Occupancy by area

FY19 **96.8%**

+79 →

FY20 **97.6%**



Damm



caprabo



€m	FY20	FY19	YoY
Gross rents	56.2	45.9	+22.4%
Net rents	50.8	45.1	+12.8%
EBITDA	49.2	43.2	+14.0%
FFO⁽¹⁾	29.3	24.6	+19.3%

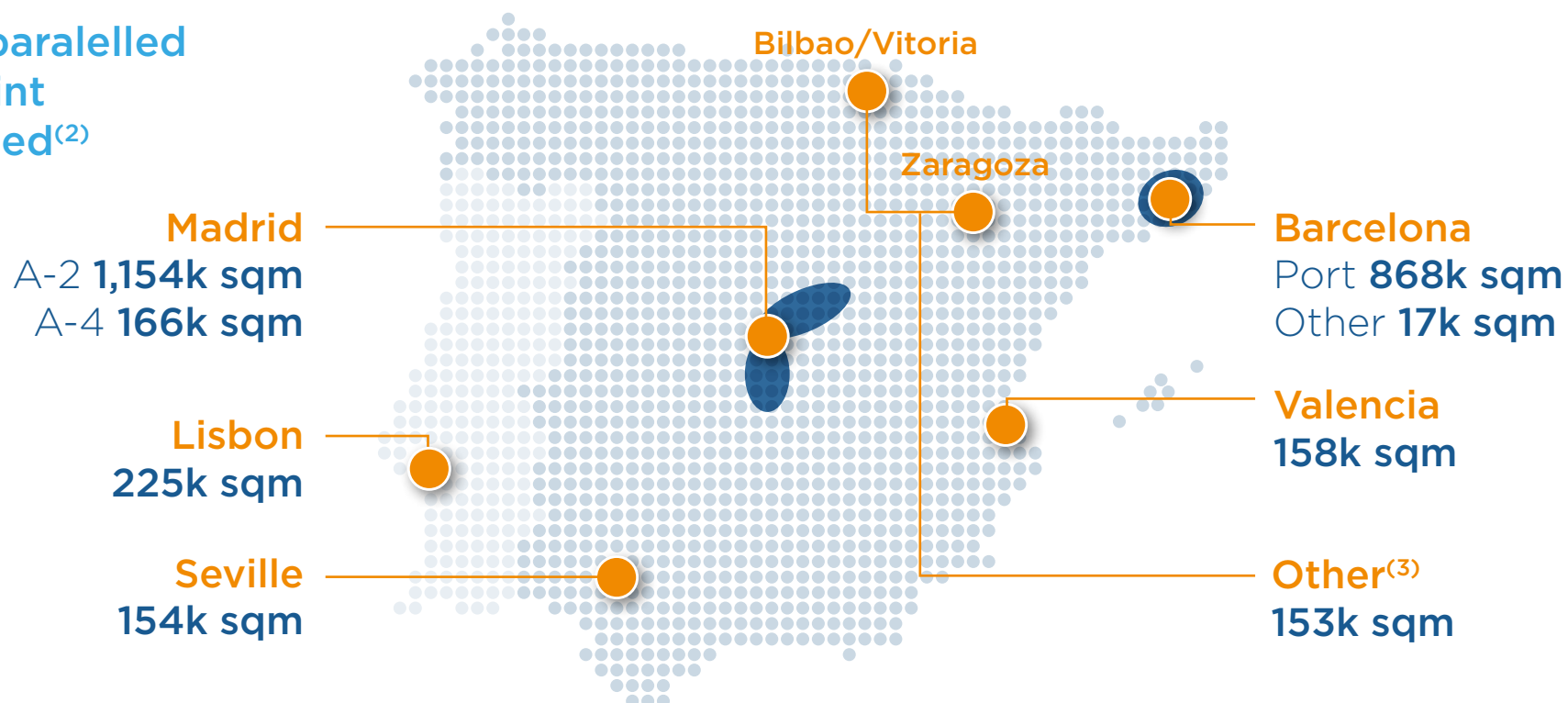
⁽¹⁾ After deducting leasehold concession charge



KPI's

	Existing	WIP	Total
GLA (sqm)	1,853,892	1,040,340	2,894,231
Gross rents (€m) ⁽¹⁾	86	55	141
Net rents (€m) ⁽¹⁾	82	54	136

An unparalleled footprint managed⁽²⁾



⁽¹⁾ Including ZAL Port on a proportionate basis (48.5%)

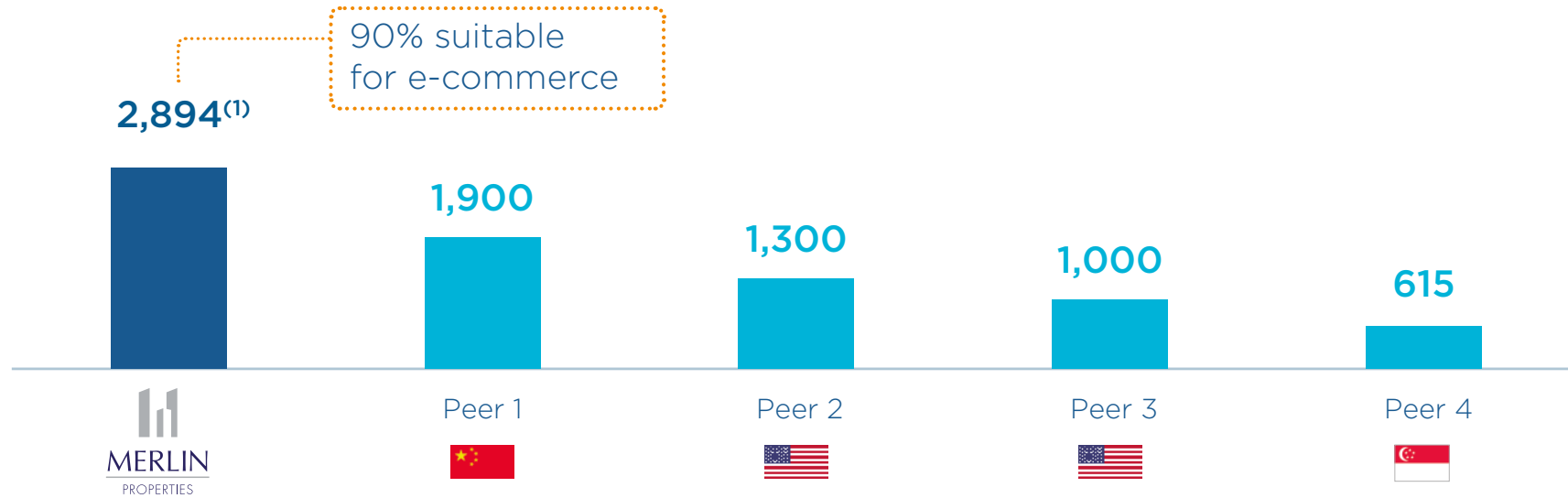
⁽²⁾ Including WIP

⁽³⁾ Basque Country and Zaragoza



MERLIN is a clear leader in the Iberian logistics market...

('000 sqm managed)



... backed by our top tenant roster

E-commerce operators



End-user



⁽¹⁾ Including managed stock (ZAL Port)



- ➔ The ability to **integrate physical and digital channels** is key in the current competitive landscape
- ➔ MERLIN is the “**top of mind**” solution provider for **omnichannel customers**

Main omnichannel actions

Main omnicients in our portfolio

LAST MILE



CLICK & COLLECT



FLEXIBLE LOGISTICS



DIGITAL MOVING TO PHYSICAL



PHYSICAL SERVING DIGITAL



INDITEX

Media Markt

amazon

LEROY MERLIN

MERCADONA

DECATHLON

caprabo con EROSKI

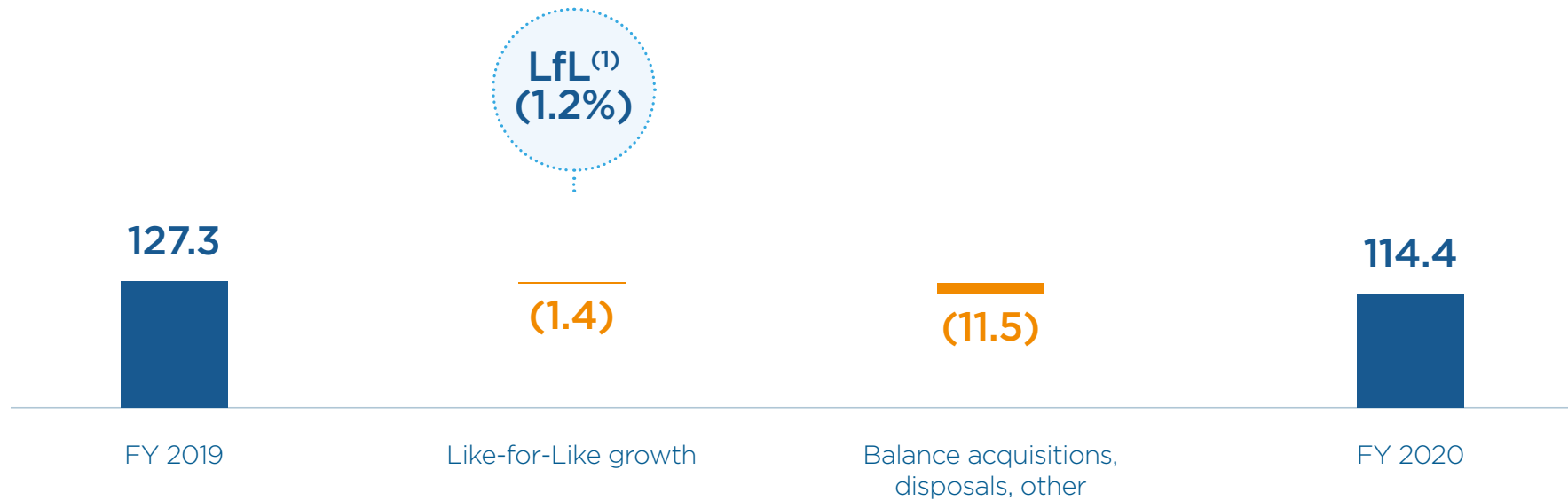


SHOPPING CENTERS



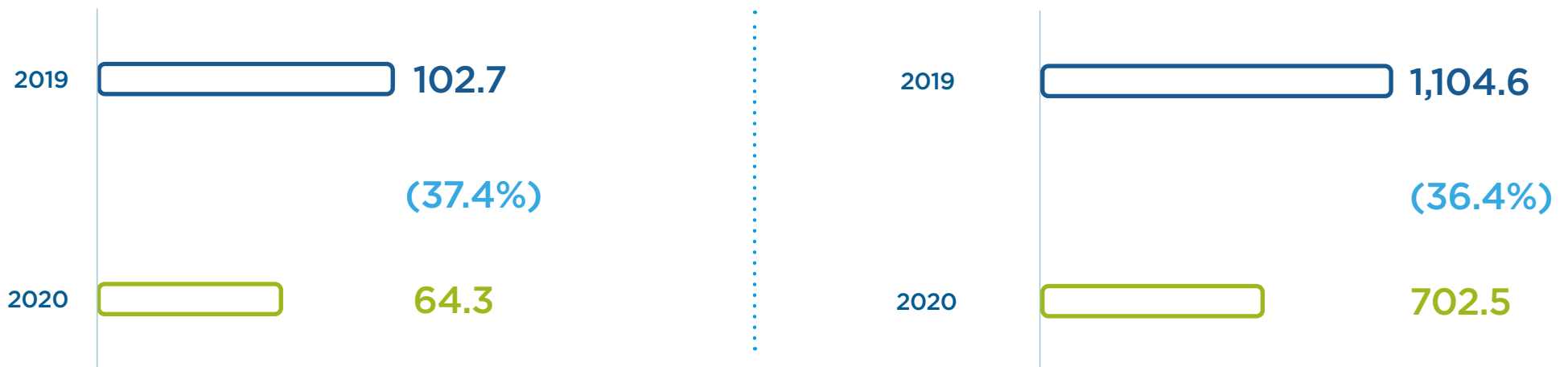
Footfall and tenant sales affected by the pandemic

(€m)



Footfall (million)

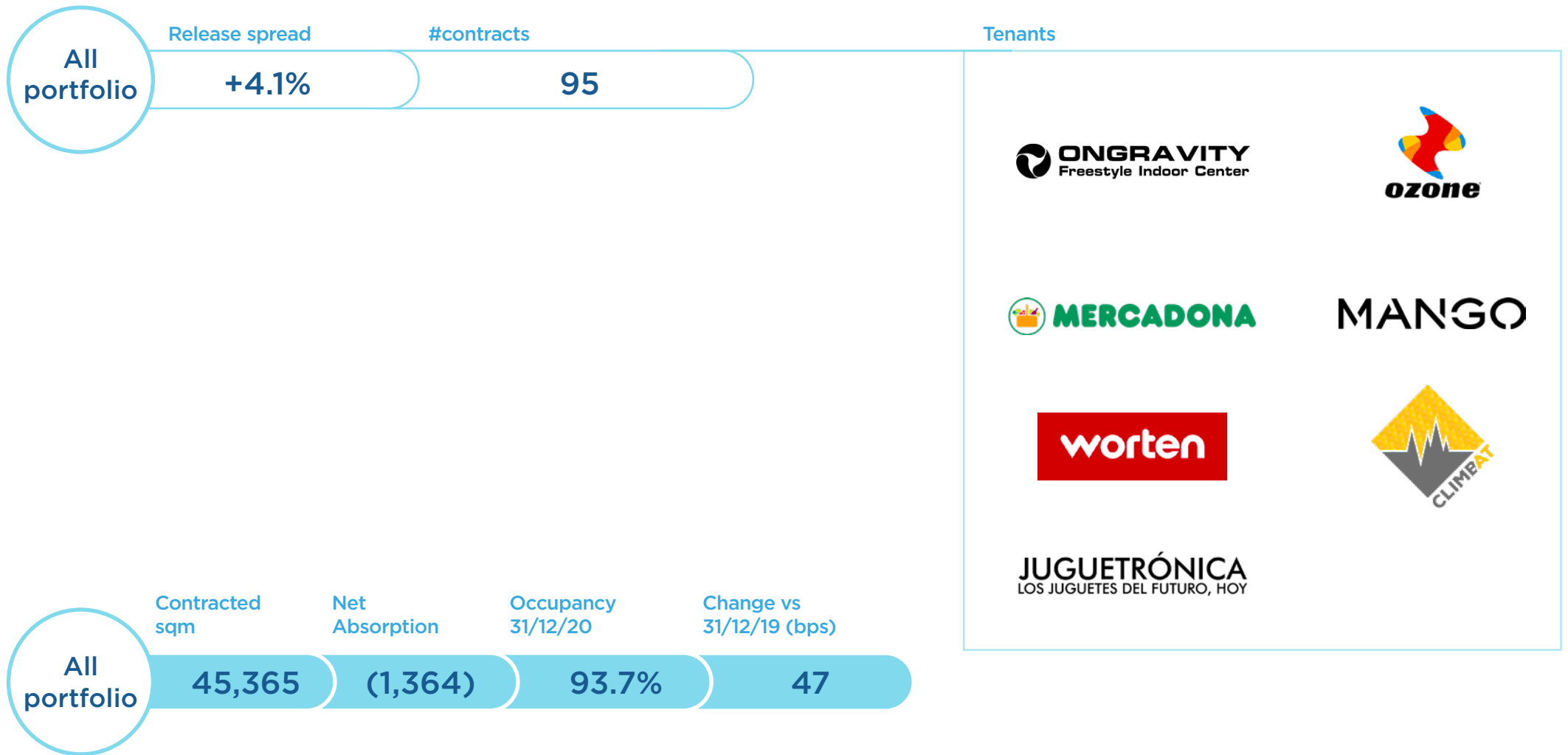
Tenant sales (million)



¹⁾ Shopping centers portfolio in operation for FY19 (€ 113.3m of GRI) and for FY20 (€ 111.9m of GRI)



Positive release spread mainly explained by contractual step-ups. Occupancy supported by the Commercial Policy and Flagship deliveries





Our commercial policy is paying off



Rent relief	2020	6M2021	Trade-Off
€m	46.7	€ 19.6m	<ul style="list-style-type: none"> • Includes full closures due to 3rd wave • Common services fully paid • Extension of maturities beyond Dec-21



- **Protects occupancy** and reduces litigation
- **Avoids zombification**, all bad tenants are being evicted
- Enables **management team to focus on lease-up** (eviction and rotation)



- Smooth **maturity profile** of **credit worthy tenants**
- **Insignificant litigation**
- **Best-in-class collection rates** (>98%)
- **Attracting new tenants** (9,934 sqm of retenanting in 2020 and 4,500 sqm already signed to be delivered in 2021)

⁽¹⁾ % of total MRL gross rents

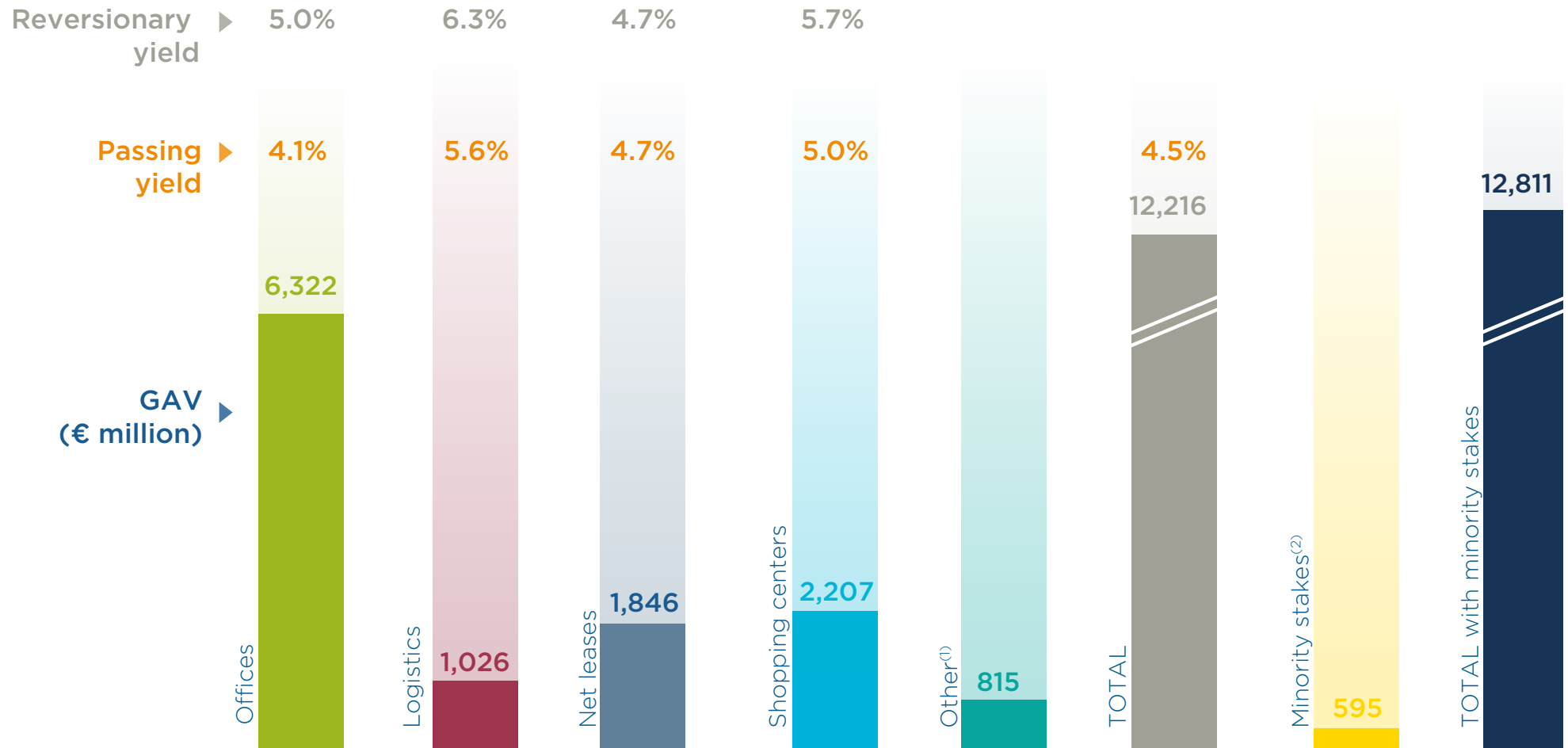
⁽²⁾ Based on 2021 full year gross rents



VALUATION AND DEBT POSITION



Valuation slightly down, with **logistics up**, offices and net leases flat and retail down



Source: Company

⁽¹⁾ Other includes logistics WIP, Office land for development, non-core land and miscellaneous

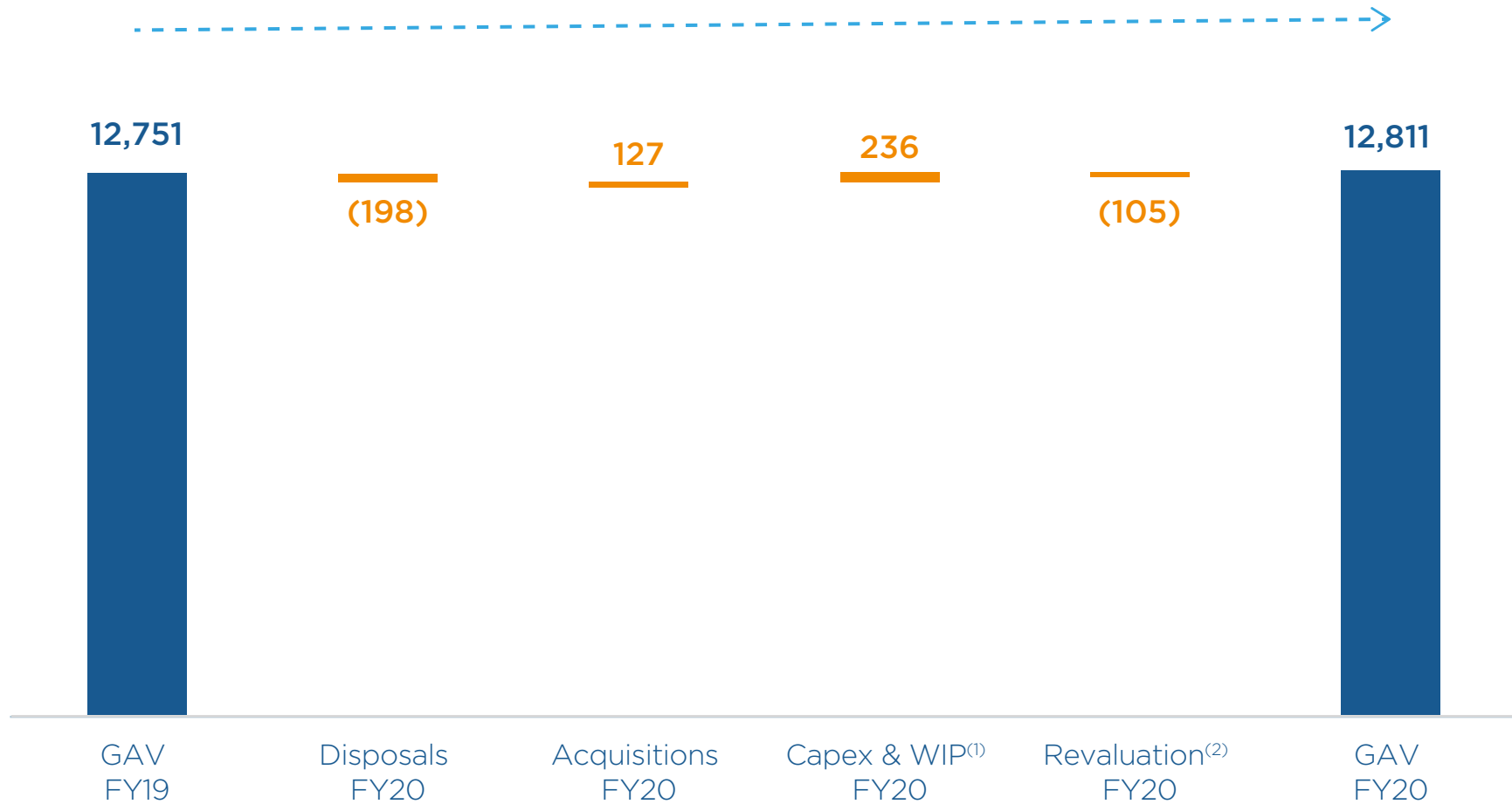
⁽²⁾ Including DCN and the DCN loan



GAV almost flat (+0.5%) during the year

(€m)

+0.5%



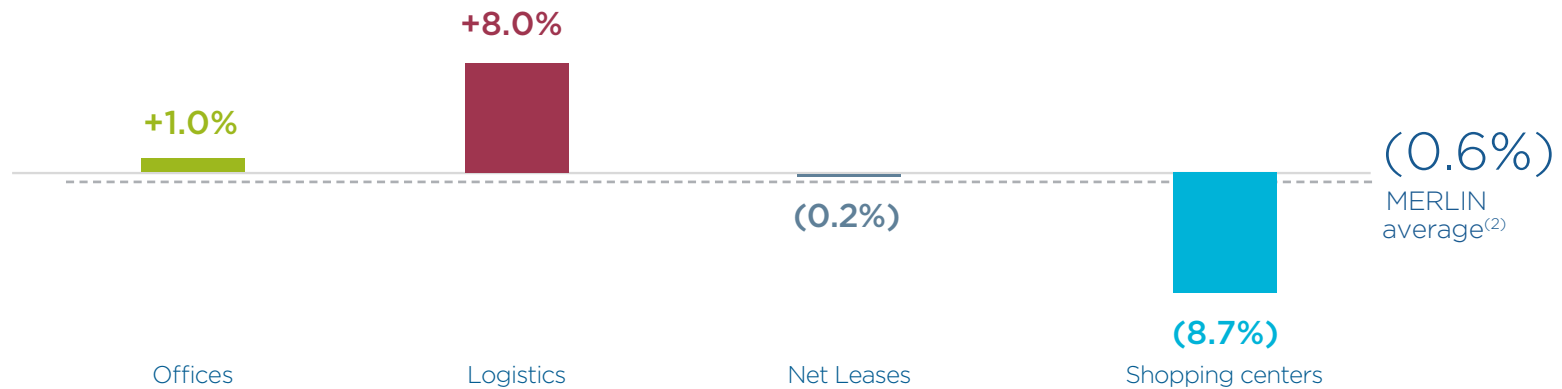
⁽¹⁾ Including acquisition of logistics assets to be developed

⁽²⁾ -€ 105m revaluation 2020 equals - € 84m P&L revaluation - € 1m equity method revaluation - € 15m Tree derivative - € 4m TFRS16 adjustment

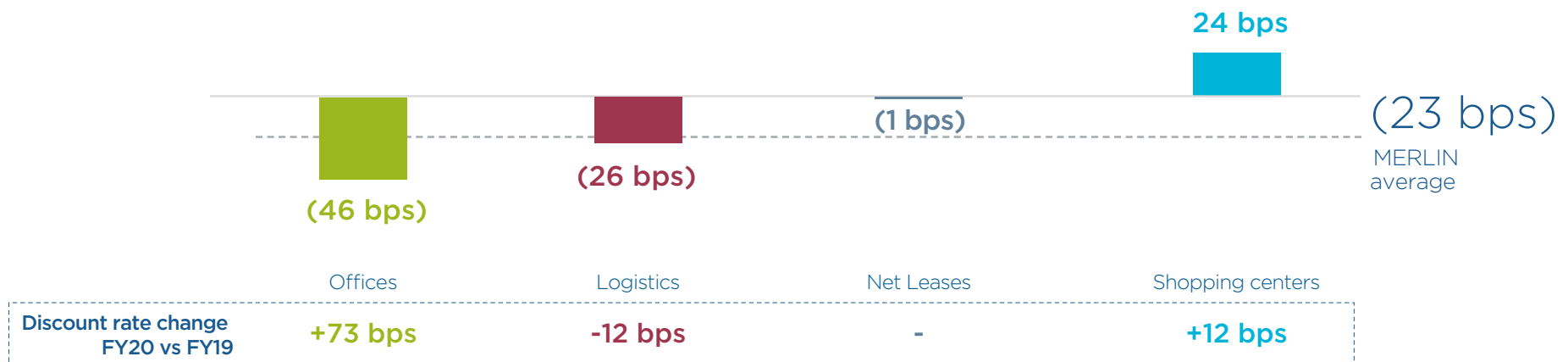


The GAV movement is explained by the yield expansion

GAV LIKE-FOR-LIKE EVOLUTION⁽¹⁾



YIELD EXPANSION (COMPRESSION)⁽³⁾



⁽¹⁾ GAV of WIP projects included under offices and logistics for LfL purposes.

⁽²⁾ Including equity method

⁽³⁾ Based on exit yields



Credit rating maintained by S&P and Moody's after Covid-19

	31/12/2020	31/12/2019
Net debt	€ 5,268m	€ 5,182m
LTV	39.9%	39.5%
Average cost (spot)	2.12% (1.80%)	2.09% (1.79%)
Average Maturity (years)	6.0	6.4
Liquidity⁽¹⁾ (€ million)	1,253	1,085
Fixed rate debt	99.8%	99.5%
Unsecured debt / Total debt	86.7%	82.7%

Rating

BBB

Baa2

Outlook

Stable

Negative

Source: Company

⁽¹⁾ Includes available cash plus pending receivable of Juno & Silicius, treasury stock and undrawn credit facilities (€ 786m RCF and EIB loan)



Minimum collection defaults imply **extremely low bad debt write-off risk**

→ **MERLIN enjoys a comfortable liquidity position (€ 1.25 bn)**

→ **MERLIN's collection rate** has remained **at very high levels** during the whole Covid-19 outbreak

→ These figures, well above European peers, **prove the resilience of the company and imply no bad debt write-off risk**

Uncollected	Offices	Shopping centers	Net Leases	Logistics
2Q20	0.8%	2.6%	0.0%	0.9%
3Q20	0.1%	1.7%	0.0%	0.2%
4Q20	0.2%	2.4%	0.0%	0.0%



S U S T A I N A B I L I T Y & T E C H N O L O G Y



ESG at the core of our business





MERLIN engaged and supporting **the race to net zero emissions**



Designing an ambitious policy with clear set targets for improvement by 2030...

- Reduce our embodied and operational carbon emissions
- Increase our renewable energy consumption
- Improve the energy efficiency of our assets
- Achieve a zero waste to landfill

Groundbreaking initiatives that are already in motion...

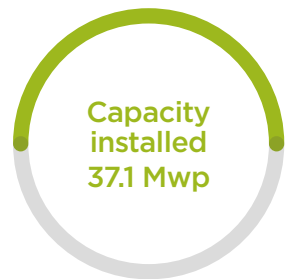
- Photovoltaic project & Electric Vehicles Chargers
- Sustainable developments: DCN & Renazca
- Sustainable mobility: MERLIN HUB & Last Mile Logistics

Our stakeholders at the heart of everything we do...

- Engaged with our tenants to deliver the best and most efficient assets in the market



MERLIN is a pioneer in **photovoltaic self-consumption installations** on its real estate portfolio, launching a national roll-out program (Phase I) that will **become the largest initiative of its kind in Spain**



8,794,293 CO₂ emissions avoided (kg/year)...

....The equivalent of 179,967 trees/year (75% of Madrid)



DCN



- Urban biodiversity around a green axis
- Sustainable urban drainage
- Accesible urbanism
- Smart city concept



Renazca



- Urban regeneration anchored by biodiversity
- Old water courses recovered



MERLIN hub offers personalized mobility solutions, contributing to reduce carbon emissions



32 buildings
ca. 350,000 sqm
> 40,000 daily users

Mobility as a service...

... Shaped in 6 basic mobility pillars



Regular shuttle services



Parking spaces for carsharing



Bike use enhancement



Integrated mobility platform



Reversed bus lane in the service lane of Avenida de Burgos



Plus Electric Vehicle chargers | 756 installed + 981 planned



30% of the logistics operators cost is generated in the last mile. Reinventing the use of the space, achieving additional income, with double-digit yield on costs

OFFICE HUBS

Pilot Project:
Maria de Portugal

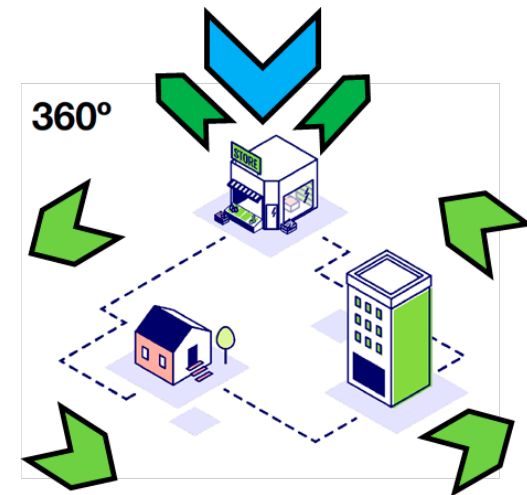
- Load break points
- Capillary distribution



SHOPPING CENTERS HUBS

Pilot Project:
Arenas

- Shopping Centers as a logistics warehouse
- Loading break points
- Capillary distribution



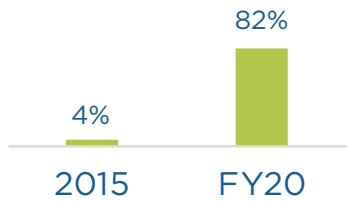
PROSPECTIVE PARTNERSHIPS





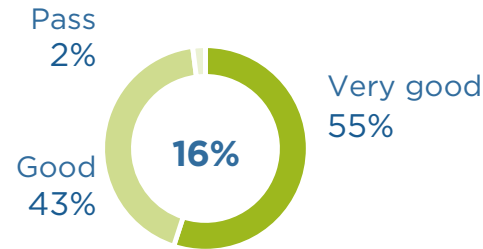
Outstanding achievement in terms of energy certifications, with more than 2.5 million sqm certified

Offices

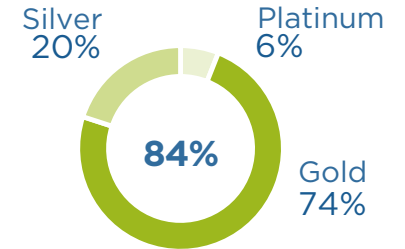


> 1,060k sqm certified (2016 - 2020)

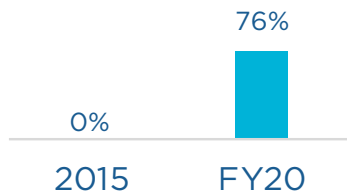
Breem



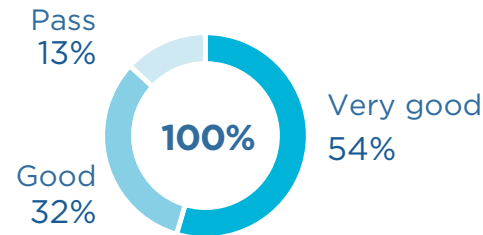
Leed



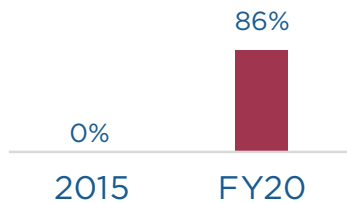
Shopping Centers



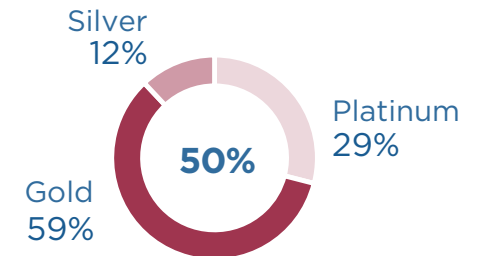
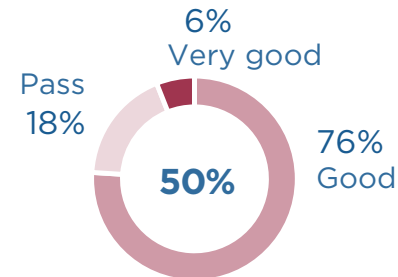
> 360k sqm certified (2016 - 2020)



Logistics

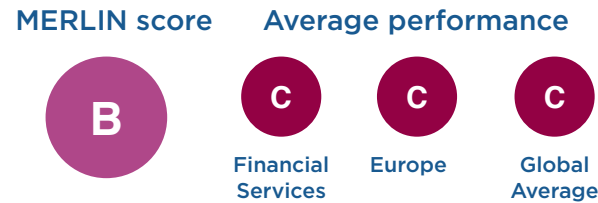
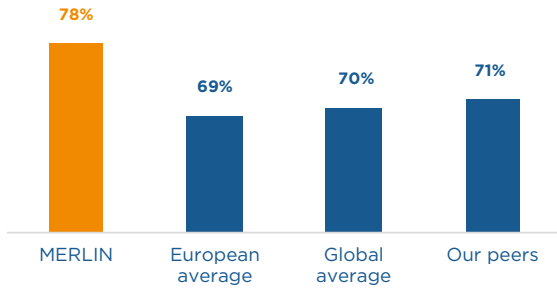


> 1,160k sqm certified (2016 - 2020)





First-rate quality seals in a variety of certificates



Gold since 2017 in the EPRA reporting



EPRA Sustainability Best Practices recommendations 2018



More than **1,1m sqm** under certification by the **ISO 14001 environmental management system**

64 assets amounting to **0.8m sqm** of **GLA** certified under the **ISO 50001 environmental management system**



52 offices certified
13 shopping centers certified



24 assets AEO certified, totaling more than **100k sqm**
Extensive pipeline of **65 office buildings**, representing nearly **775k sqm**



MERLIN is focusing its technology efforts through 3 pillars

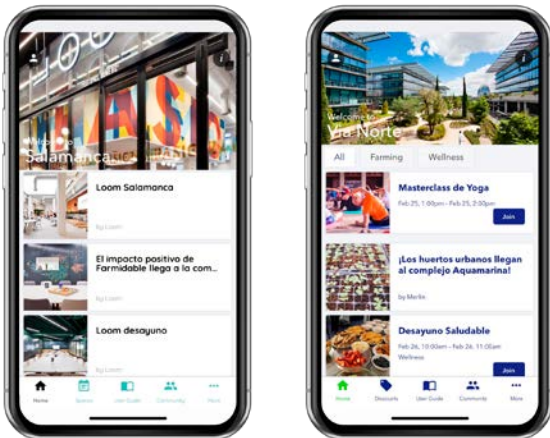
Deployment in our portfolio

Sensorization



Digitalization

Tenant engagement App



User experience



Mentoring

Proptech challenge



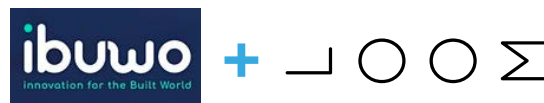
MERLIN teamed up with ISDI and Impact accelerator

The program allowed us to identify Proptech opportunities

Prized proptechs



Proptech Ecosystem



Sponsoring

MERLIN has invested in Fifth Wall, a venture capital proptech fund



Portfolio companies





VALUE CREATION



€ 244m of divestments executed



Shopping centers

- **Sale of 3 secondary retail assets** (Thader, La Fira and Nassica) in exchange for 34.4% of Silicius, a multi-product vehicle. Executed on a NAV neutral basis (**€ 175m**)

Logistics

- Disposal of **3 logistics warehouses**, 2 in Madrid and 1 in Zaragoza in February 2021 for **€ 43.3m**

Net Leases

- Disposal of **19 BBVA** branches in 2020 for **€ 25.3m**
- Further sale of **1 BBVA** branch in February 2021 for **€ 0.7m**



Castellana 85

- **Full refurbishment of the asset**, located in the heart of Azca, the best business area in **Madrid Prime CBD**
- C85 will become the HQ of both **Accenture and Elecnor**

accenture

elecnor

GLA **16,474 sqm⁽¹⁾**
 Total Capex **€ 34.8m**
 Yield on cost **8.1%**
 Delivery **2Q21**

⁽¹⁾ Post refurbishment



Monumental

- **Full refurbishment of the building**, located in Duque de Saldanha, one of the most emblematic squares in the city at the core of **Lisbon's Prime CBD area**
- 10-year term lease agreement with **BPI** to become their HQ in Lisbon

BPI

GLA **25,385 sqm⁽¹⁾**
 Total Capex **€ 34.8m**
 Yield on cost **9.4%**
 Delivery **2Q21**



	Torre Charmartín	Torre Glòries	Marqués de Pombal 3	Diagonal 605	Castellana 85	Monumental	Plaza Ruiz Picasso
GLA (sqm)	18,295	37,614	12,460	13,244	16,474	25,385	31,576 ⁽¹⁾
Acquisition (€m)	31.2	142.0	-	-	-	-	-
Capex (€m)	38.0	26.7	1.6	8.7	34.8	34.8	57.5
Rent ▲(€m)	4.3	11.8	0.2	1.3	2.8	3.3	6.0
Yield on Cost	6.2%	7.0%	8.5%	15.5%	8.1%	9.4%	10.4%
Delivery	2019	2019	2020	2020	2021	2021	2022

Total acquisition
€ 173.2m

Total Capex
€ 202.1m

Total investment
€ 375.3m

Total additional rents
€ 29.7m

Yield on Cost
7.9%

⁽¹⁾ 36,899 sqm post refurbishment



2020

2021 milestones



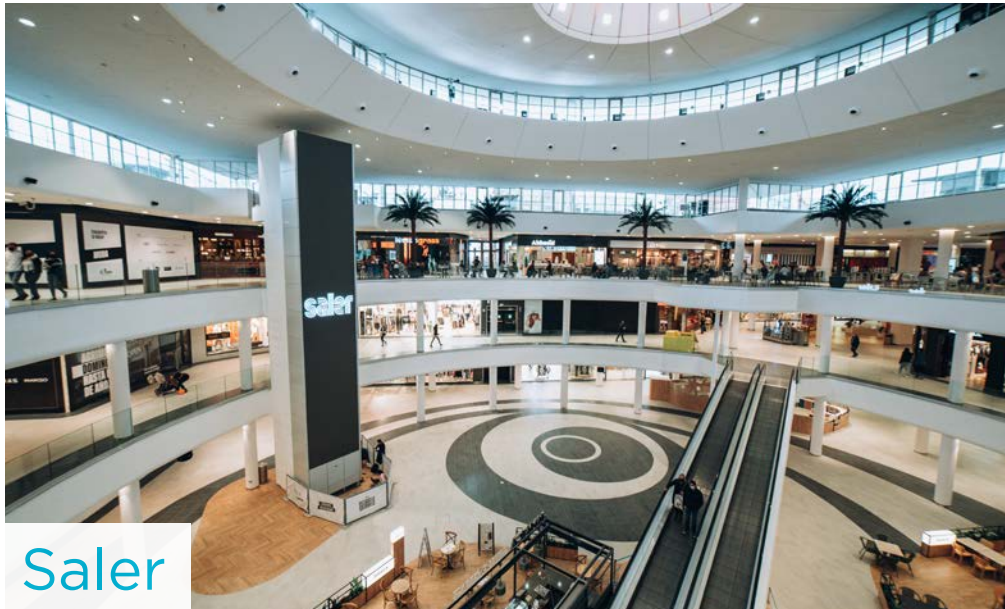
On July 22th 2020, the Madrid City Council definitely approved the “Modificación del Plan General Municipal de Madrid” (BOCAM 31/07/2020)

“Convenio de Infraestructuras”

→ The “Convenio de Infraestructuras” is in process of being approved. This agreement sets out and commits the financing and execution of the infrastructures of the project by Adif; Madrid Nuevo Norte; Madrid City Council and Madrid Regional Government

Land acquisition

→ Once the “Convenio de Infraestructuras” is approved (estimated in 2Q21), DCN must proceed with the acquisition of land from Adif



Saler

- The refurbishment will consolidate Saler, facing the City of Arts and Sciences, as the **leading urban mall** in Valencia
- Anchor tenants **upsizing and upscaling** units

PULL&BEAR

MANGO



GLA **29,360 sqm (inc. additional GLA)**

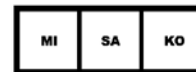
Cost **€ 37.8m (inc. units acquired)**

Yield on cost **5.7%**



Porto Pi

- **Full refurbishment** of the shopping center
- The asset will contain **outstanding exterior terraces** overlooking the Mediterranean sea
- The future additional space (2,486 sqm) is **fully let**



GLA **32,795 sqm (inc. additional GLA)**

Cost **€ 43.7m (inc. units acquired)**

Yield on cost **4.1%**



Larios

Arturo Soria
Plaza

X-Madrid

Tres Aguas⁽¹⁾

Saler

Porto Pi

GLA (sqm)	41,460	7,054	47,170	67,690	47,471	58,779
GLA MERLIN (sqm)	37,957	6,069	47,170	33,845	28,861	32,963
Capex (€m)	Works: 27.5 Ad. GLA: 19.9	5.4	Works: 46.4 Investment: 10.5	12.1 ⁽¹⁾	Works: 25.8 Ad. GLA: 12.0	Works: 28.6 Ad. GLA: 15.2
Rent ▲(€m)	3.1	0.6	5.2	1.4 ⁽¹⁾	2.1	1.8
Yield on Cost	6.6%	11.3%	9.1%	11.2%	5.7%	4.1%
Delivery	2019	2019	2019	2019	2021	2021

Δ GLA + X-Mad inv.

€ 57.5m

Total Capex

€ 145.9m

Total investment

€ 203.4m

Total additional rents

€ 14.2m

Yield on Cost

7.0%

⁽¹⁾ Only including MRL 50%



A2 - San Fernando II

- Project delivered in 3Q20
- 85% let to **Grupo Damm and Alcanor**



GLA **34,592 sqm**
 ERV **€ 1.9m**
 Yield on cost **8.5%**



Zaragoza Plaza II

- Turn key project in the **most dynamic hub of Zaragoza**
- **100% let to DSV** on a long term basis



GLA **11,421 sqm**
 ERV **€ 0.5m**
 Yield on cost **7.2%**

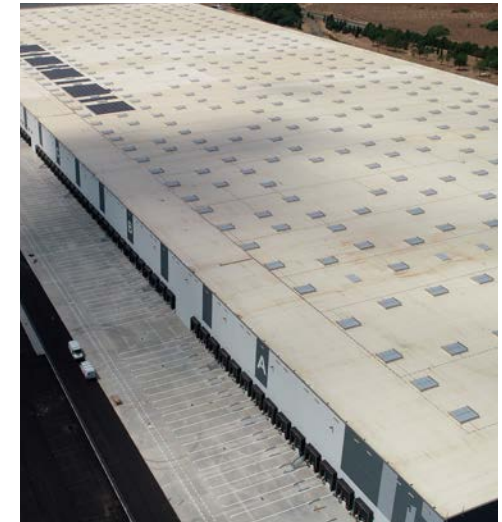


Sevilla ZAL WIP

- Phased project located in **Seville's Port area**
- **3 warehouses** totalling 27,528 sqm have already been delivered



GLA **42,632 sqm**
 ERV **€ 3.0m**
 Yield on cost **10.2%**



A2 - Azuqueca II

- **XXL Turn-key project** in the A2 Corridor
- **100% let to Carrefour**, to cover national distribution of non-consumible goods



GLA **98,757 sqm**
 ERV **€ 4.0m**
 Yield on cost **8.1%**



A4
Pinto II B⁽¹⁾

A2
Cabanillas III

A4
Seseña

A2
Cabanillas F

A2
San Fernando II

A2 Cabanillas
Park I G & H

A2
Azuqueca II

A2
Cabanillas Park II

GLA (sqm)	29,473	21,879	28,731	20,723	33,592	92,994	98,757	47,403
Capex (€m)	13.7	11.8	15.5	10.8	22.1	56.0	54.7	25.7
ERV ▲(€m)	1.2	0.9	1.2	0.9	1.9	3.8	4.4	2.1
ERV YoC	8.6%	7.8%	7.7%	7.9%	8.5%	6.8%	8.1%	8.1%
Delivery	2019	2019	2019	2019	2020	2020/2021	2021	2021/-

GLA
374k sqm⁽¹⁾

Total investment
€ 210.3m

Total additional rents
€ 16.4m

Yield on Cost
7.8%

⁽¹⁾Including only 22.5% of the GLA and associated Capex of Cabanillas Park II



Valencia Ribarroja

Zaragoza Plaza II

Sevilla⁽¹⁾ ZAL WIP

Lisboa Park

	Valencia Ribarroja	Zaragoza Plaza II	Sevilla ⁽¹⁾ ZAL WIP	Lisboa Park
GLA (sqm)	34,992	11,421	42,650	44,973
Capex ▲ (€m)	26.3	7.1	29.9	29.5
ERV (€m)	1.9	0.5	3.0	2.1
ERV YoC	7.2%	7.2%	10.2%	7.1%
Delivery	2019	2020	2019/2020/2021	2021

GLA
134k sqm

Total investment
€ 92.8m

Total additional rents
€ 7.5m

Yield on Cost
8.1%

⁽¹⁾ 13,476 sqm already delivered to Amazon and Collbatallé



Growth plans: future rents secured (€m)	Total Rents contracted	2021 CF effect	2022 CF stabilized
Offices	12.5	8.1	12.5
Logistics ⁽¹⁾	9.7	6.3	9.7
Total	22.2	14.4	22.2

⁽¹⁾ Including ZAL Port on proportionate basis



OUTLOOK 2021



OFFICES

- Slight decline in occupancy expected due to space reduction and insolvencies
- Low maturity profile (15%) combined with quality of tenant roster will help to navigate the crisis
- Flex space will gain relative share from its current small base

LOGISTICS

- Robust market will continue
- Clean-up of “flex logistics” may affect occupancy on the first half

RETAIL

- Some decline in occupancy expected due to eviction of insolvencies
- Commercial policy will protect occupancy overall



2021

€ 0.56
FFO PER SHARE

2020 Pay-out
to distribute in 2021

€ 0.25 (recommended)
DIVIDEND PER SHARE



CLOSING REMARKS



47%
OFFICES⁽¹⁾



18%
LOGISTICS⁽¹⁾



18%
NET LEASES⁽¹⁾

15%
RETAIL⁽¹⁾



1,900
TENANTS⁽²⁾




92%
OFFICES IN PRIME CBD AND NEW BUSINESS AREAS

90%
SUITABLE FOR E-COMMERCE LOGISTICS

95%
URBAN AND DOMINANT MALLS

⁽¹⁾ By net rents

⁽²⁾ Excluding minority stakes



Stable and
predictable
cash flow
stream

- **€ 2.9 bn⁽¹⁾ in contracted rents** to first break and **€ 5bn** to maturity
- **Only 9.9%** of rents maturing before end of 2021
- Covid-19 incentives **fully booked in 2020** (€ 47m)
- Secured annual rents from **growth plans of € 22m**
- **Fully funded** Capex program



Healthy
debt profile

- **39.9% LTV** (covenant 60%)
- **No debt repayment** until May 2022
- Liquidity position of **€ 1.25bn**
- **Best-in-class** collection rates
- **BBB stable rating** by S&P

⁽¹⁾ Including contracts on projects pending to be delivered. Not including CPI

⁽²⁾ Assuming no mall income and 0% renewal rate



2014

Building a **unique portfolio** in record time

2017

#1 Offices
#1 Net leases
#1 Logistics
Top 5 retail

Disposals of:
 • Hotels
 • Residential
 • Non-core and retail
€ 4.2bn sold since 2016

2018

Optimizing the **quality of the portfolio** to the next level

2023

Landmark | **Flagship** | **Best II & III**

 Near completion

2020

Committed to offer the **best customer experience** and to become **the most technologically advanced REIT**

2025

Sustainability
 Being at the forefront of ESG

Innovation
 First player to provide innovative solutions:
 • Last mile
 • Mobility self-consumption

Technology
 Converting real estate into digital

Flexibility
 Broadening our array of services to be the best suited player for a new, flexible world

User experience
 Enriching the daily experience of tenants in our portfolio



MERLIN

PROPERTIES

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