

FOR INFORMATION PURPOSES ONLY. Spanish Version prevails.

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 Thursday, **July 30th, 2020, 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=e45a22ad0336677efc7d04dd11f0f6968>

Event number: 6799664

Participant Dial in numbers:

Spain	+34 91 414 3675
UK	+44 (0) 207 1928338
United States	+1 8778709135
France	0805101465
Germany	08007234756
Italy	800131881
Canada	18669250818
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, July 29th 2020

MERLIN Properties SOCIMI, S.A.

MERLIN weathers the Covid-19 impact with resilience

- Total revenues: € 259.4 million (-2.2% YoY)
- EBITDA: € 184.1 million (-12.5% YoY)
- Operating profit (“FFO”): € 134.3 million (-14.6% YoY)
- NAV per share: €15.68 (+3.8% YoY)

- With no changes in the perimeter after the sale of assets, gross rents increase 2.7% LfL.
- The Company launched a Covid-19 commercial policy to grant rent relief to retail tenants. We have recorded these incentives as a one-off expense amounting to € 27.8m in the period.
- Operating profit reaches € 134.3 million (equivalent to € 29 cents per share), despite the smaller perimeter and the incentives granted. Without these two effects, it would also have exceeded last year’s operating profit.
- Valuations in line with FY19, with an increase in both offices and logistics and a decrease in shopping centers. EPRA NAV per share standing at € 15.68, with a 3.8% growth YoY.

Madrid, 29 July- MERLIN Properties has released its 6M20 consolidated financial statements with total revenues of € 259.4 million, EBITDA of € 184.1 million and FFO of € 134.3 million. Consolidated net earnings in accordance with IFRS of € 70.9 million, not comparable YoY due to the non-recurring items recorded in 6M19 (assets sold and a lower revaluation of assets). Excluding non-recurring items, net earnings amounts to €87.2 million, a 30% decrease YoY (€124.3 million in 6M19). The occupancy in the portfolio bears the Covid-19 effect and remains at the same level as before the pandemic outbreak, reaching 93.9%, proving its quality and the robustness of its tenants.

The gross asset value (GAV) of the portfolio amounts to €12,755 million, which remains flat (+0.2%) as compared to December 2019. By asset category, the valuations in offices and logistics continues to grow due to higher rents, whereas net leases remains equal and shopping centers declines 4.7%. EPRA NAV amounts to € 7,365 million or € 15.68 per share, up 3.8% during the last year.

MERLIN Properties continues to actively manage their balance sheet: the recent issuance and repayment of the bonds has resulted in a 40.5% LTV ratio (40.6% in FY19), a liquidity position above €1.2 bn and with no debt maturities until May 2022. The average maturity is now at 6.5 years, with no floating rate risk.

Offices

- Business performance

Good performance in the semester with a 4.0% like-for-like rent increase. 187,330 sqm have been signed, of which 147,909 sqm have been signed during the second quarter, amidst the difficult post Covid situation. Contracts with new tenants have been signed above market rents and renewals have also been signed at higher prices, reaching a 2.7% release spread. Occupancy stands at 90.9%, in line with the one obtained before the Covid impact (91.4% in March). The uncollected rate has been irrelevant, 0.8% during the second quarter.

- Landmark Plan I

Worth highlighting are the contracts signed in two of our most emblematic projects, Castellana 85 in Madrid and Monumental in Lisboa, both of them under full refurbishment and with expected delivery dates in the first quarter of 2021. Castellana 85 will be the HQ of a top tier consulting firm and a Spanish leading engineering company and Monumental will be the HQ of BPI (Caixabank group).

Shopping centers

- Business performance

The Company implemented a commercial policy that offered 100% rent relief to all tenants affected by the compulsory shutdown set forth in the state of alarm. Furthermore, an additional commercial policy was approved that will last from June to the 31st of December 2020 (progressive from 60% to 10%). The policy has been accepted by 92% of our tenants. In return, the tenants have extended their contracts until 2022, securing our occupancy in the portfolio during 2020 and 2021, uncollected rents totaled only 2.6% during the period.

The occupancy rate has closed at 94.1% (same as before Covid) and the incentives granted to tenants amount to €27.8 million. Shopping centers have suffered due to the limited mobility, especially in tourist areas. Since reopening, footfall has shown week over week improvement ending the first half of July at a 29% decrease when compared to the same period in 2019. Sales have decreased by a lesser amount, showing an 18% decrease for the month of June again in comparison to the same period in the prior year.

- Flagship Plan

Porto Pi in Mallorca and Saler in Valencia continue to progress in their works. Expected delivery date for both Saler and Porto Pi during the first quarter of 2021, after which, all works in the Flagship Plan will be finalized.

Logistics

- Business performance

The push towards e-commerce in the post Covid environment drives the growth in this segment. MERLIN achieves a solid rental growth, both in like-for-like (+2.9%) and in release spread (+6.7%). Occupancy rate increases to 96.8% (+38 basis points compared to 1Q20). Only 0.9% of rents were not collected.

- Best Plan II & III

Good semester in terms of pre-commercialization of the assets included in Best II & III. In Zal Port Barcelona, more than 150,000 sqm have been delivered to UPS, Damm and Caprabo, amongst others. In Zal Sevilla, two warehouses have been delivered to Carbó Collbatallé and 4Gasa. Moreover, a turnkey project of 11,412 sqm has been signed with DSV in Zaragoza-Plaza II (Best II) and 22,930 sqm signed with Damm in Madrid-San Fernando II.

Future impact of Covid-19 in the business

MERLIN Properties has assessed the Covid-19 impact on their 2020 operating profit, for a maximum of €60 million, giving the market an FFO guidance for 2020 of €250 million (€ 53 cents per share). The Company envisages the rest of the year and 2021 cautiously and prudently but faces the short and medium term with a strong balance sheet. Only 12% of contracts mature in 2021 and MERLIN will benefit from €20 million of additional rents arising from the new contracts signed in Landmark and Best II & III, which will come into stock next year.

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.

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



MERLIN
PROPERTIES

6M 2020 **RESULTS** PRESENTATION

30 July 2020

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, sent, 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 described 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 forward-looking statements. These forward-looking 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.



ISMAEL CLEMENTE
CEO



MIGUEL OLLERO
GM / COO



DAVID BRUSH
CIO



Contents

A resilient company

Key highlights

6M20 Financial results

Offices

Shopping centers

Logistics

Valuation and debt position

Value creation

Covid-19 update

Closing remarks



STOXX® Europe 600





51%
OFFICES⁽¹⁾



31%
LOGISTICS + NET LEASES + OTHER⁽¹⁾

18%
RETAIL⁽¹⁾



>1,900
TENANTS⁽²⁾



91%
OFFICES IN PRIME CBD AND NEW BUSINESS AREAS

90%
E-COMMERCE LOGISTICS

96%
URBAN AND DOMINANT MALLS

⁽¹⁾ By GAV
⁽²⁾ Excluding minority stakes



- **Contracted rents** exceed **€ 3bn⁽¹⁾** to first break and **€ 5bn** to maturity
- **Only 15%** of rents maturing before end of 2021
- Covid-19 incentives **fully booked in 2020** (€ 66 million estimated, no change from April disclosure)
- Securing a minimum of **€ 101.1 million of rents** from retail in 2021⁽²⁾ through lease extensions
- Only **3%-4% of retail tenants** deemed “unrecoverable”
- **40% LTV** (covenant 60%)
- **3.7x ICR** (covenant 2.5x)
- **No debt repayment** until May 2022
- Maturity profile extended to **6.5 years**
- **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



FINANCIAL PERFORMANCE

- **Positive LfL rental growth of +2.7% YoY**, evidencing the strength of our portfolio
- **FFO per share of € 0.29**, affected by Covid -19 incentives (€ 0.06 per share) and assets sold (€ 0.02 per share), otherwise it would show growth when compared to 6M19
- **Valuations flat** vs Dec-19, with **offices and logistics on the positive territory** while retail down by 4.7%
- Debt management resulting in LTV on par with Dec-19 (40.4%). **Average maturity extended 6 months to 6.5 years** and no floating rate risk

OPERATING PERFORMANCE

- **LfL growth in all asset categories**, combined with sound release spread
- **Leasing activity has continued at a good pace** during Covid-19, with **150,000 sqm signed in offices** in the second quarter. **Retail has seen modest activity** (ca 6,200 sqm signed) and **logistics advancing**, with ca 45,000 sqm signed. Leases generally signed above ERV
- **Occupancy resilience, standing today (94%)** where it was at the end of the first quarter. **The high adoption rate of our Covid-19 commercial policy** (which included an extension of contracts beyond 2021) plus the extension of the **Endesa lease**, provides greater visibility on future rents

VALUE CREATION

- **Landmark.** Several significant leases signed in the period, in Castellana 85 and Monumental with rents at the same level as the pre-lets negotiated before Covid-19 outbreak. Both projects achieve very compelling returns (yield on cost of 8.3% and 9.4%, respectively). **Total secured future rents** for Landmark of € **13.3m** commencing in 2021
- **Flagship.** Works have progressed on pace in Saler and Porto Pi
- **Best II & III.** 2 projects delivered in Seville and pre-lets signed for Madrid-San Fernando II and Zaragoza-Plaza II. **Total secured future rents** for Best II & III of € **6.3m** commencing in 2021



6M20
Financial
results



Top-line ahead of 2020 expectations. FFO impact of Covid-19 incentives

(€ million)	6M20	6M19	YoY
Gross rents	256.6	262.7	(2.3%)
Gross rents after incentives	221.2	253.0	(12.6%)
Net rents	198.7	228.2	(13.0%)
EBITDA⁽¹⁾	184.1	210.4	(12.5%)
FFO⁽²⁾	134.3	157.2	(14.6%)
AFFO	125.4	151.6	(17.3%)
IFRS net profit	70.9	262.0	(72.9%)
EPRA NAV	7,365.3	7,096.9	+3.8%

(€ per share)

FFO	0.29	0.33	(14.6%)
AFFO	0.27	0.32	(17.3%)
EPS	0.15	0.56	(72.9%)
EPRA NAV	15.68	15.11	+3.8%

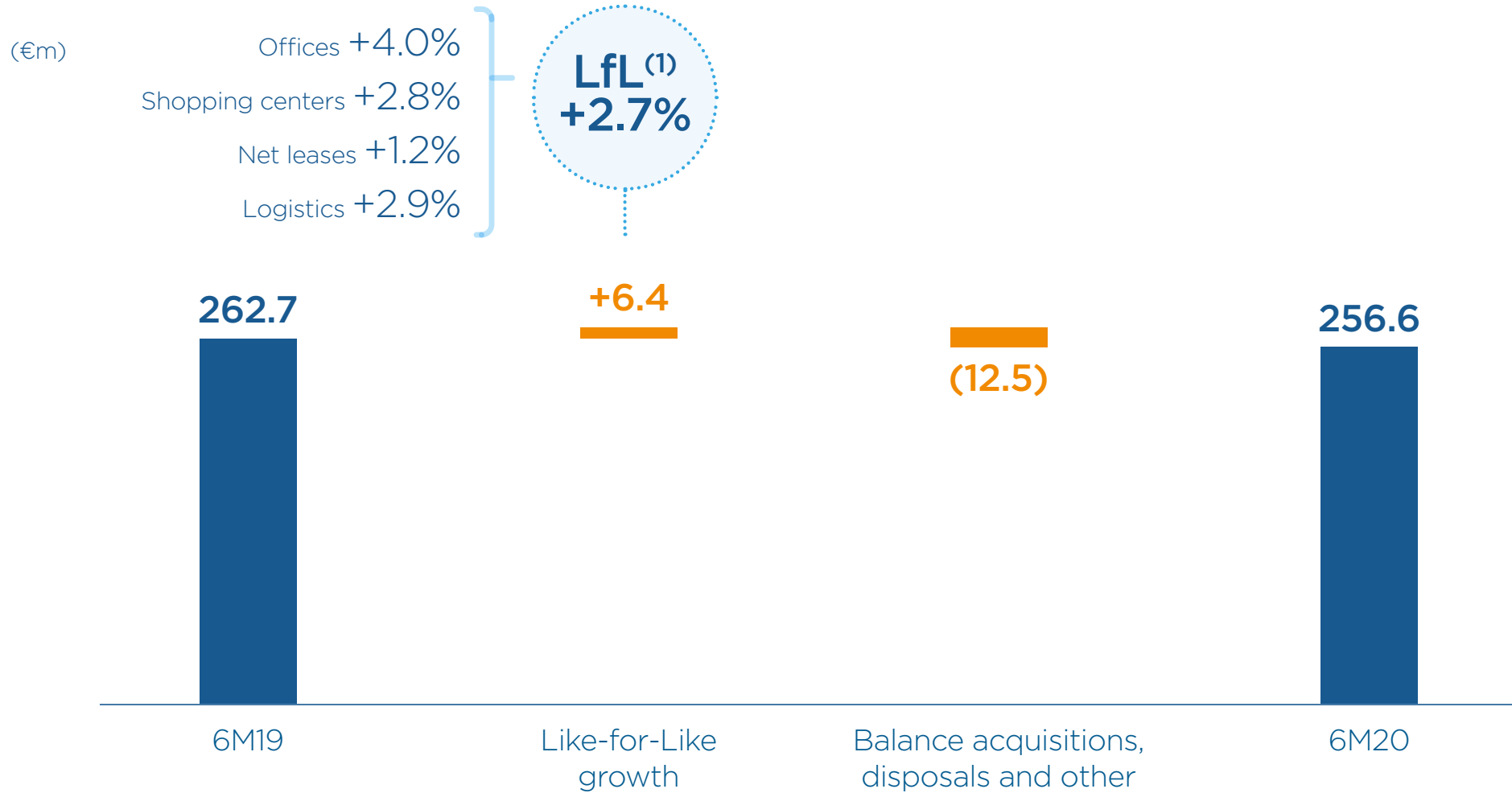
€ 0.06 of Covid incentives
€ 0.02 of non core disposals

⁽¹⁾ Excludes non-overhead costs items (€ 2.4m) plus LTIP accrual (€ 10.1m)

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



Positive LfL growth in all asset categories despite the challenging environment



⁽¹⁾ Portfolio in operation for the 6M20 (€ 246.7m) and for the 6M19 (€ 240.3m)

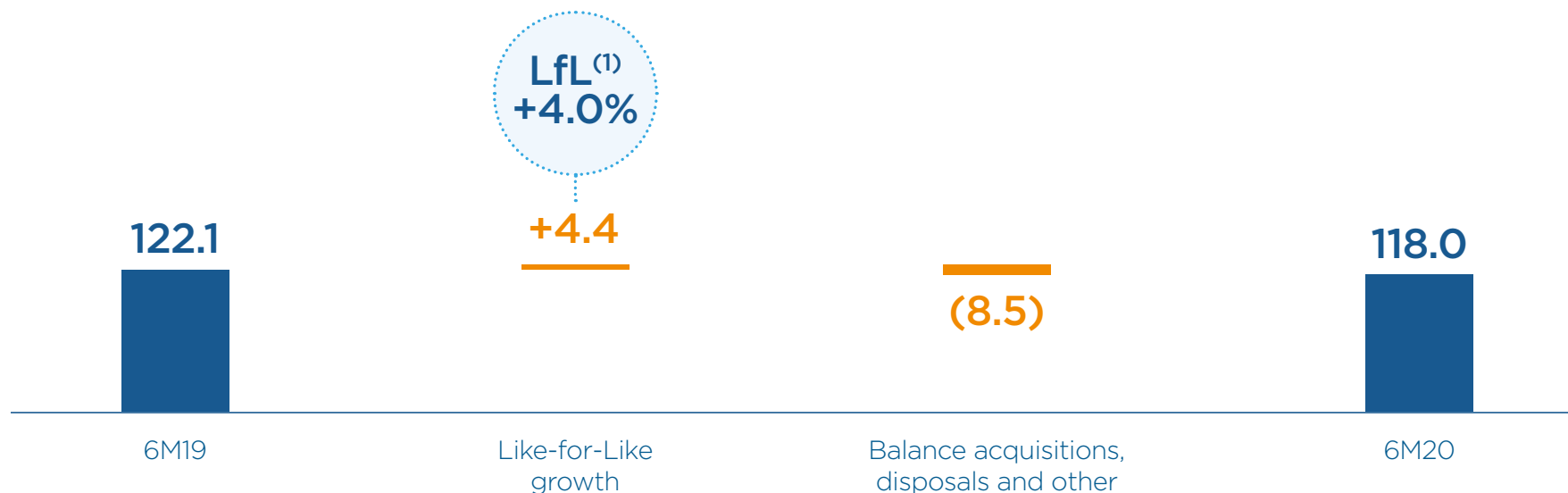


Offices

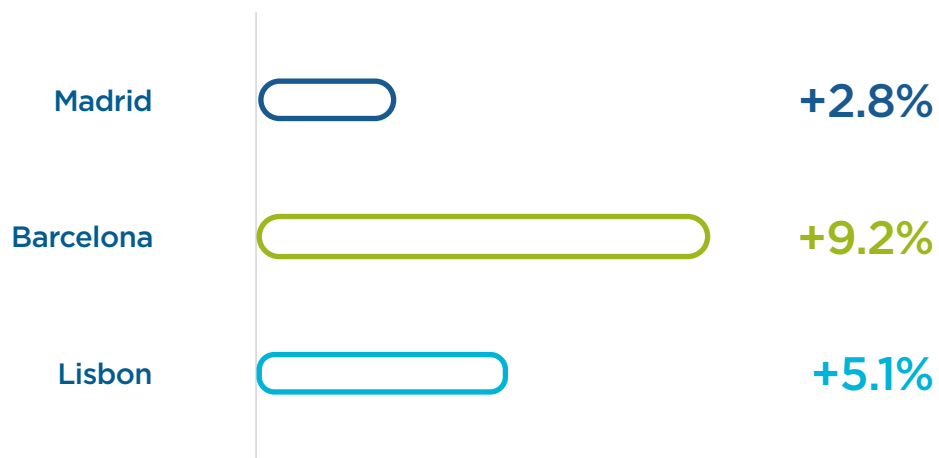


Offices continue performing well in our 3 markets

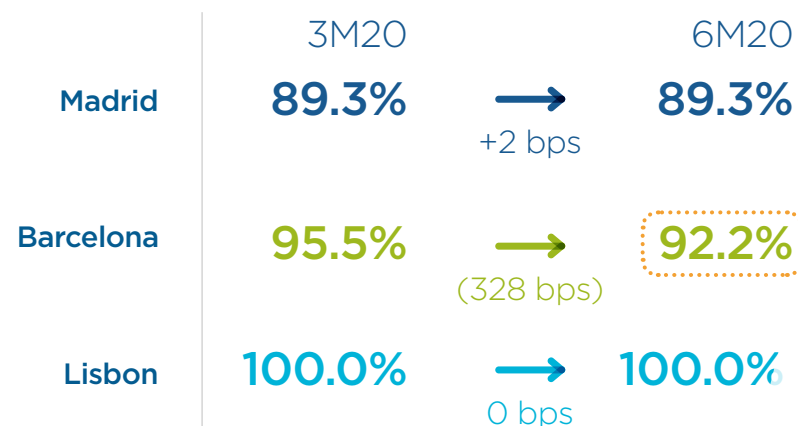
(€m)



Lfl growth by area



Occupancy by area

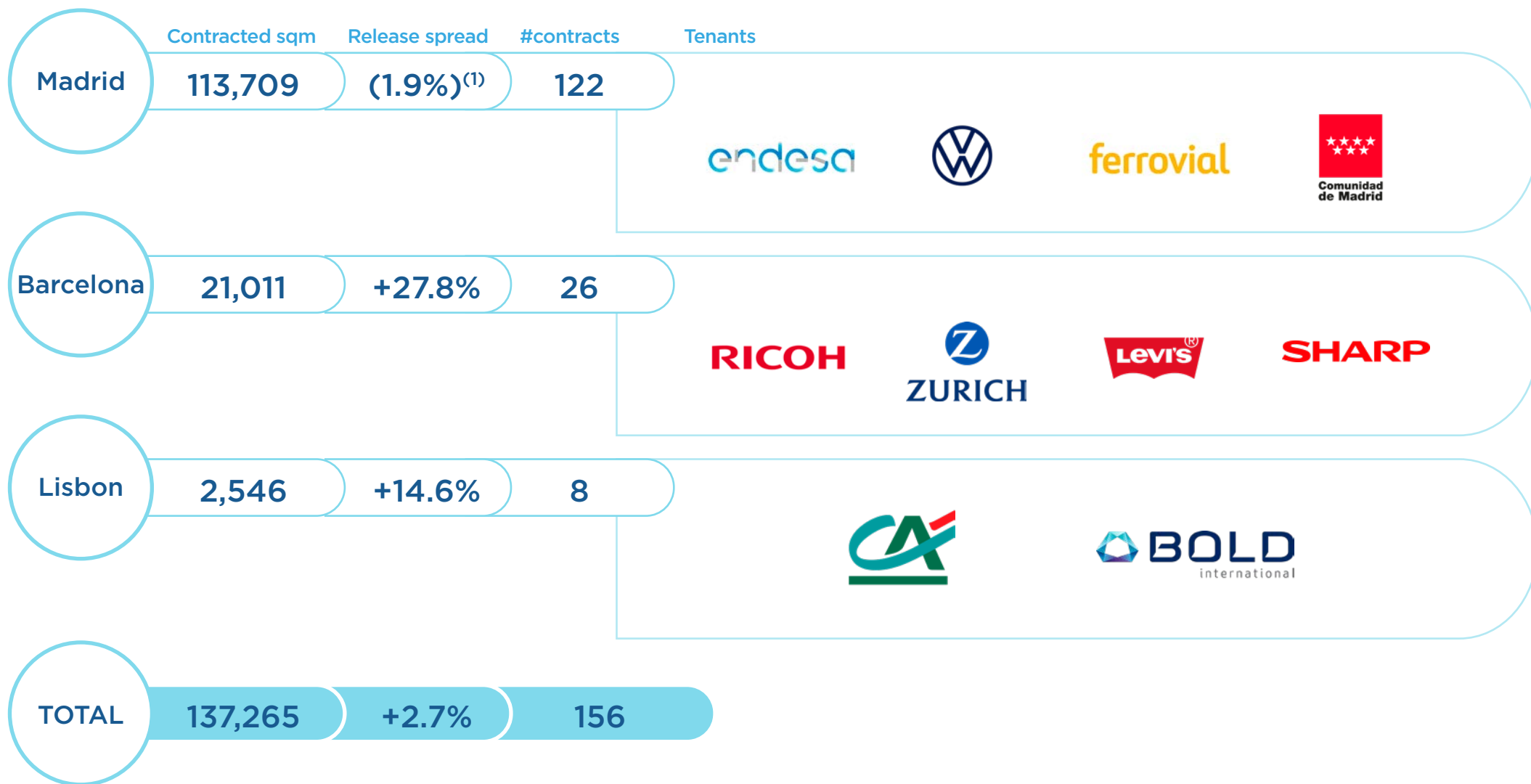


Travelperk early termination in Torre Glòries

⁽¹⁾ Office portfolio in operation for 6M20 (€ 113.4m) and for 6M19 (€ 109.0m)



Rental growth continues robust (+2.7% release spread)



⁽¹⁾ Endesa extension



1Q20

2Q20



PE Sanchinarro

Beatriz de Bobadilla 14

Diagonal 514

Ribera del Loira 60

Ribera del Loira 36-50

Sant Cugat II

New contracts signed⁽¹⁾

11,927 sqm

50,078 sqm

Premium to ERV

+5.8%

+11.6%

Contracts renewed

27,494 sqm

97,831 sqm

Renewal rate⁽²⁾

75%

92%

Release spread

+11.7%

(7.5%)

Endesa renewal

- 54,960 sqm building
- Contract extended to 2030
- Trade-off of 16% rent reduction in exchange for contract extension. If excluded, release spread would have been 17.3%

⁽¹⁾ Including projects under refurbishment

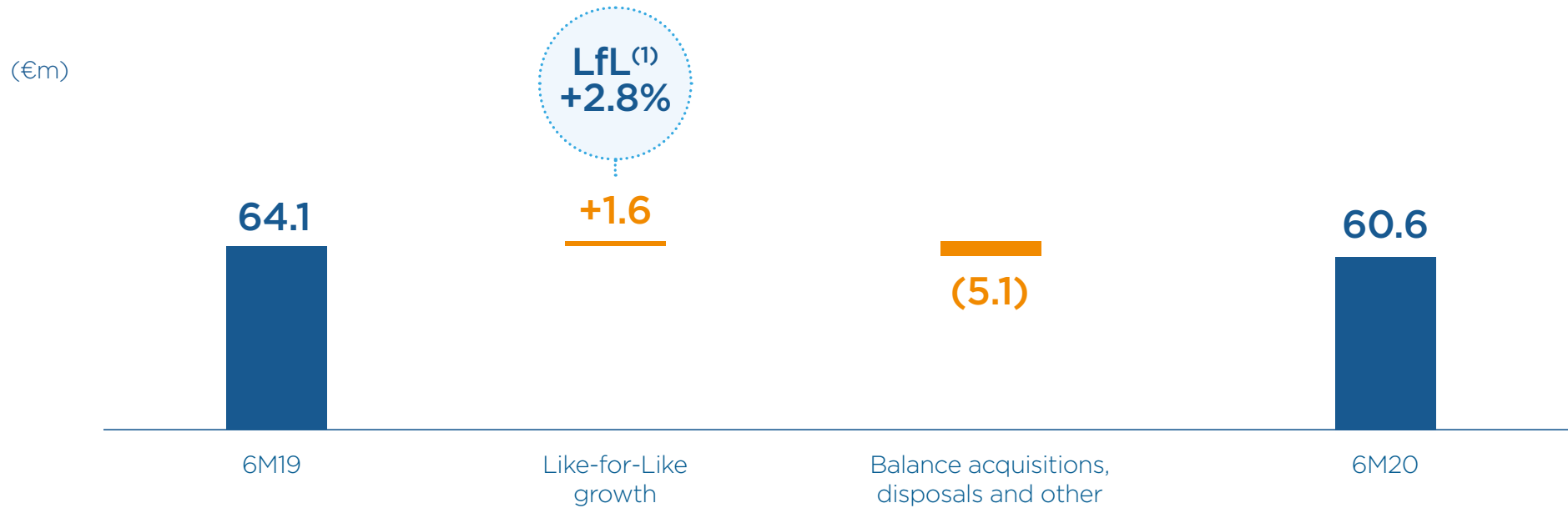
⁽²⁾ Including roll-overs



Shopping centers

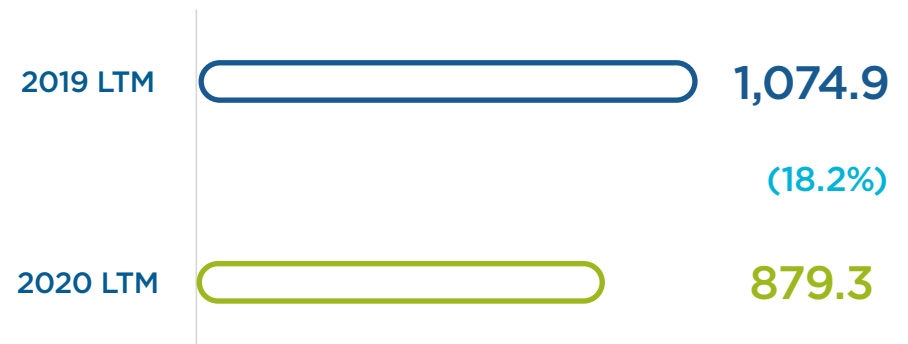
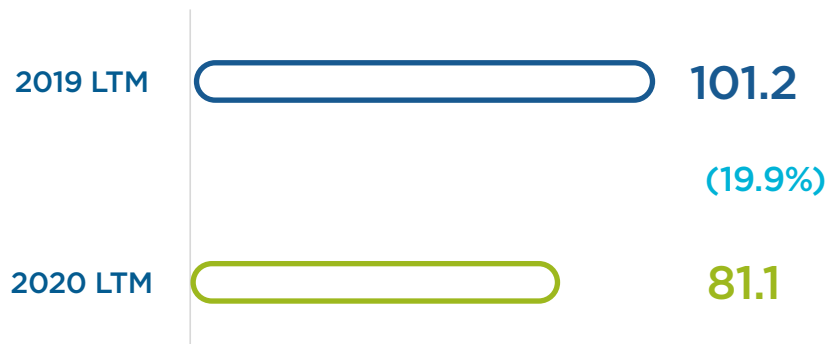


LfL rental growth positive



Footfall (million)

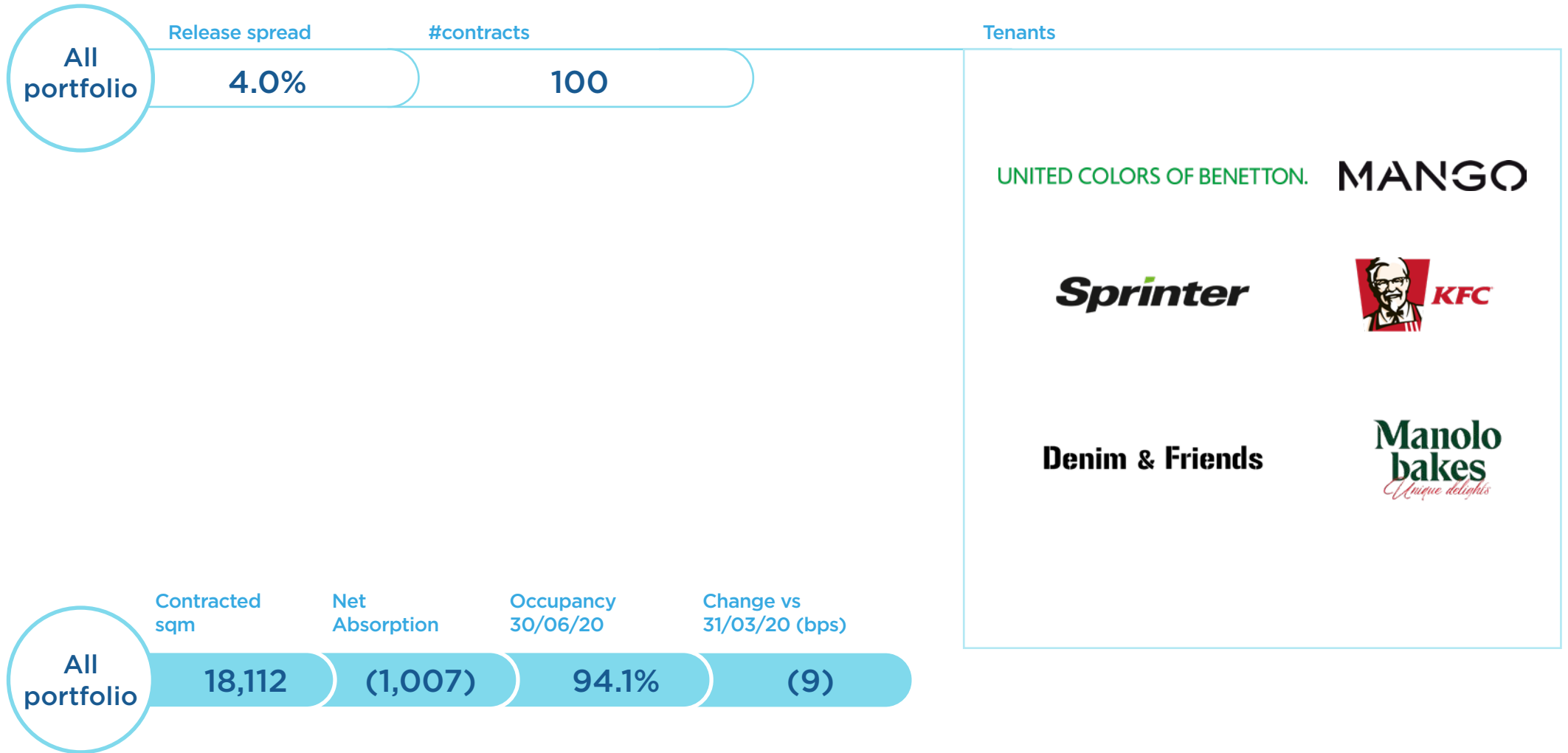
Tenant sales (million)



⁽¹⁾ Shopping centers portfolio in operation for 6M20 (€ 58.2m of GRI) and for 6M19 (€ 56.6m of GRI)

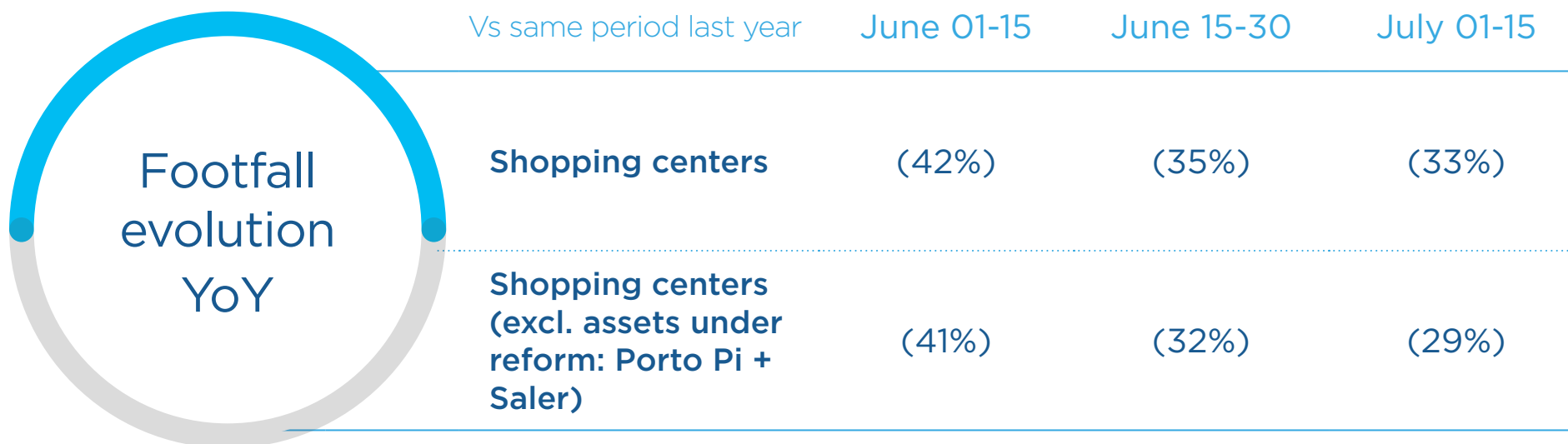


Occupancy secured by Covid-19 Commercial Policy





Since reopening, footfall and tenant sales are affected by Covid-19



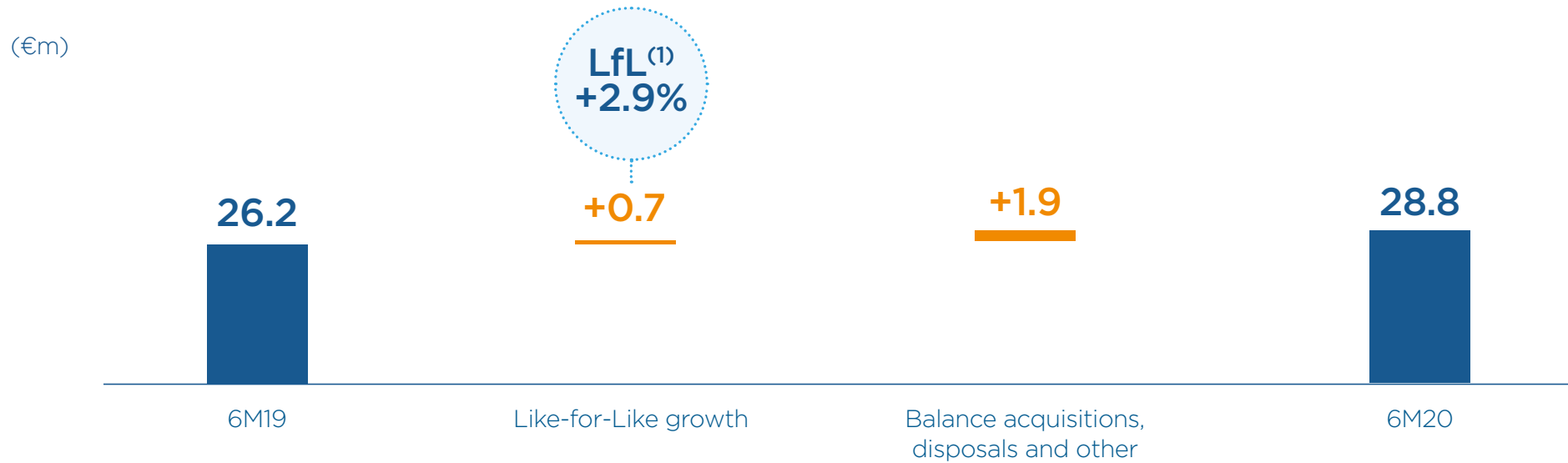
Note: excluding X-Madrid since it opened in November 2019



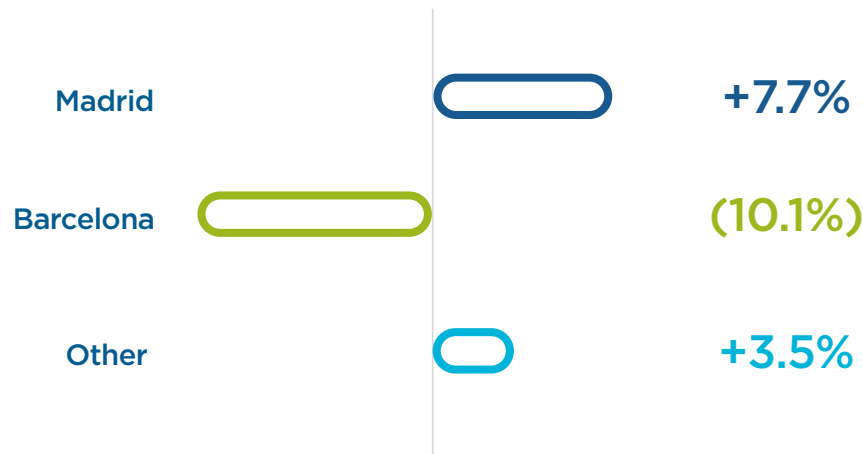
Logistics



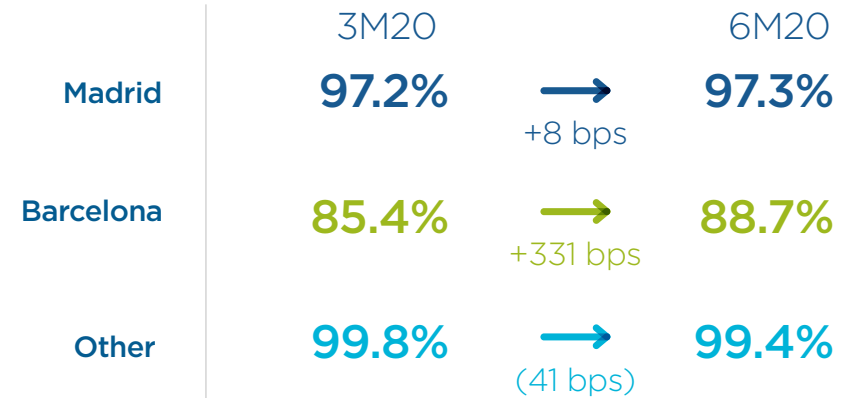
Rental growth in a strong market



LfL growth by location



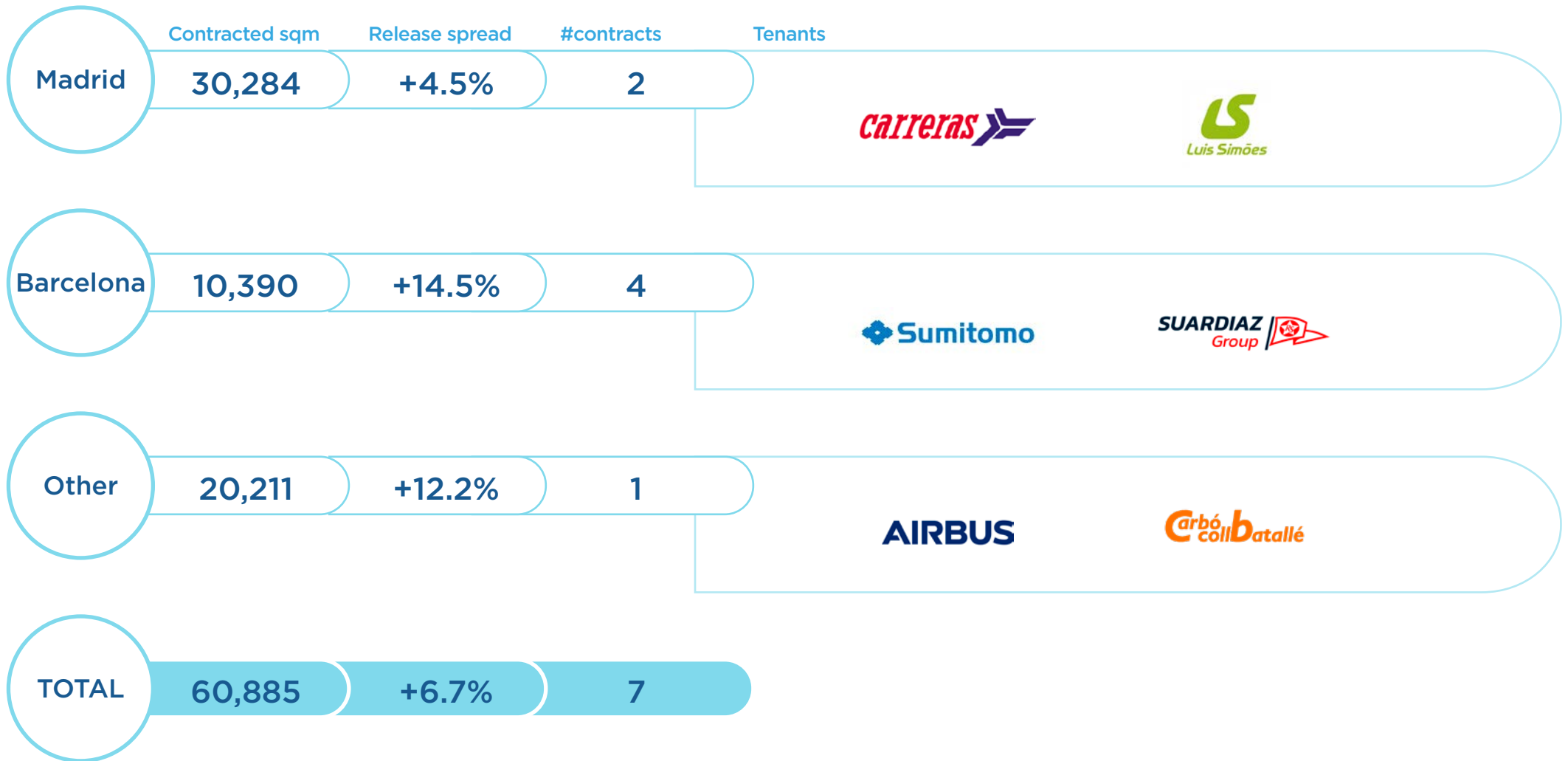
Occupancy by area



⁽¹⁾ Logistics portfolio in operation for 6M20 (€ 26.3m of GRI) and for 6M19 (€ 25.5m of GRI)



Excellent release spread in all markets





Stock
624,716

155,345 sqm
delivered in 2020

WIP
102,965

GRI
€ 13.4m

Stock incl. WIP
727,681

Third parties stock
183,252

Stock under management **910,933**

Contracted sqm Release spread #contracts Tenants

280,944

(0.8%)

36



Damm



caprabo



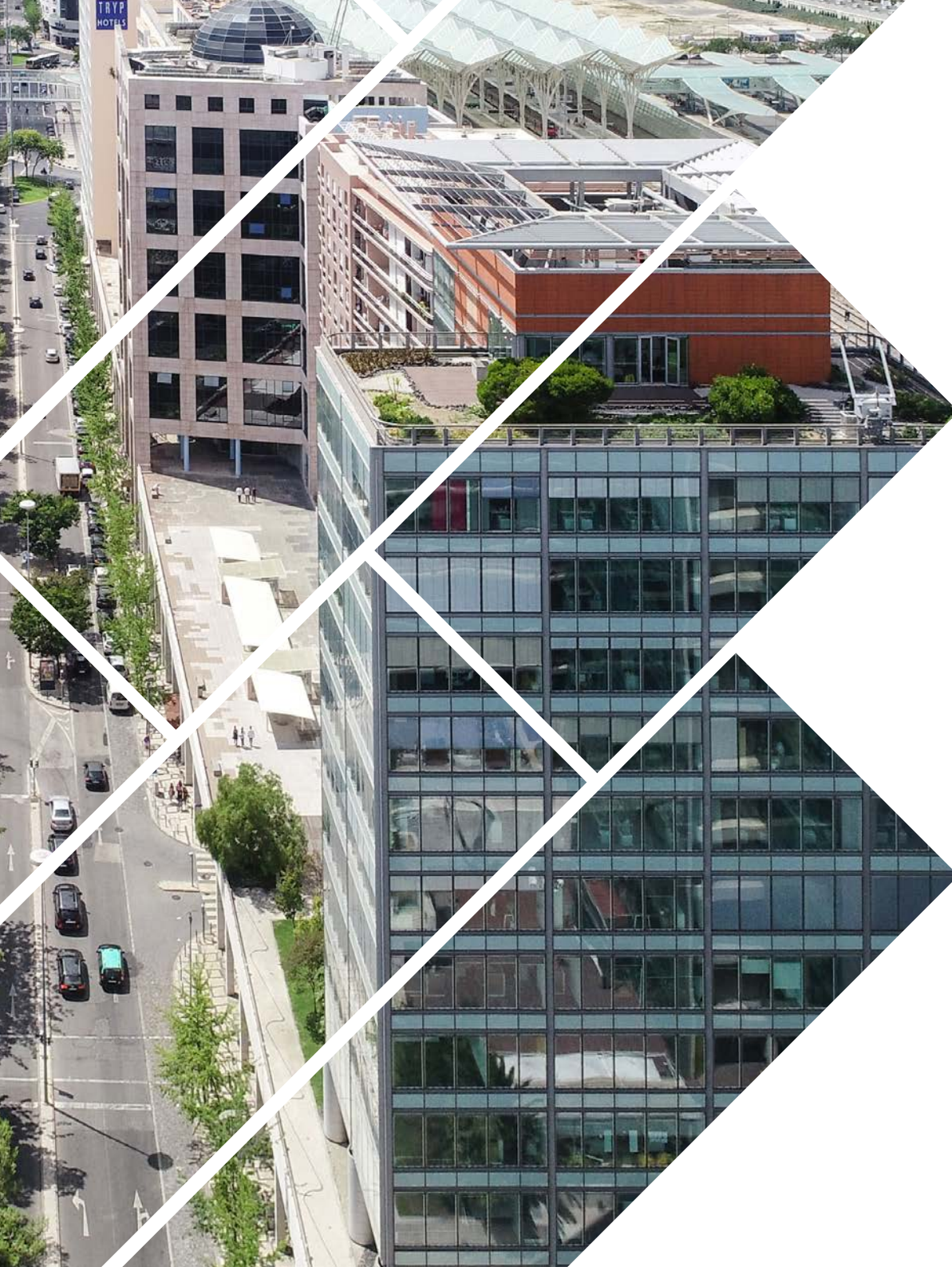
ZAL Port

Occupancy by area

FY19 **98.9%** (-210 bps) → 6M20 **96.8%**

€m	6M20	6M19	YoY
Gross rents	26.7	22.9	+16.4%
Net rents	22.7	22.5	+0.7%
EBITDA	21.8	21.5	+1.3%
FFO⁽¹⁾	12.2	12.6	(2.6%)

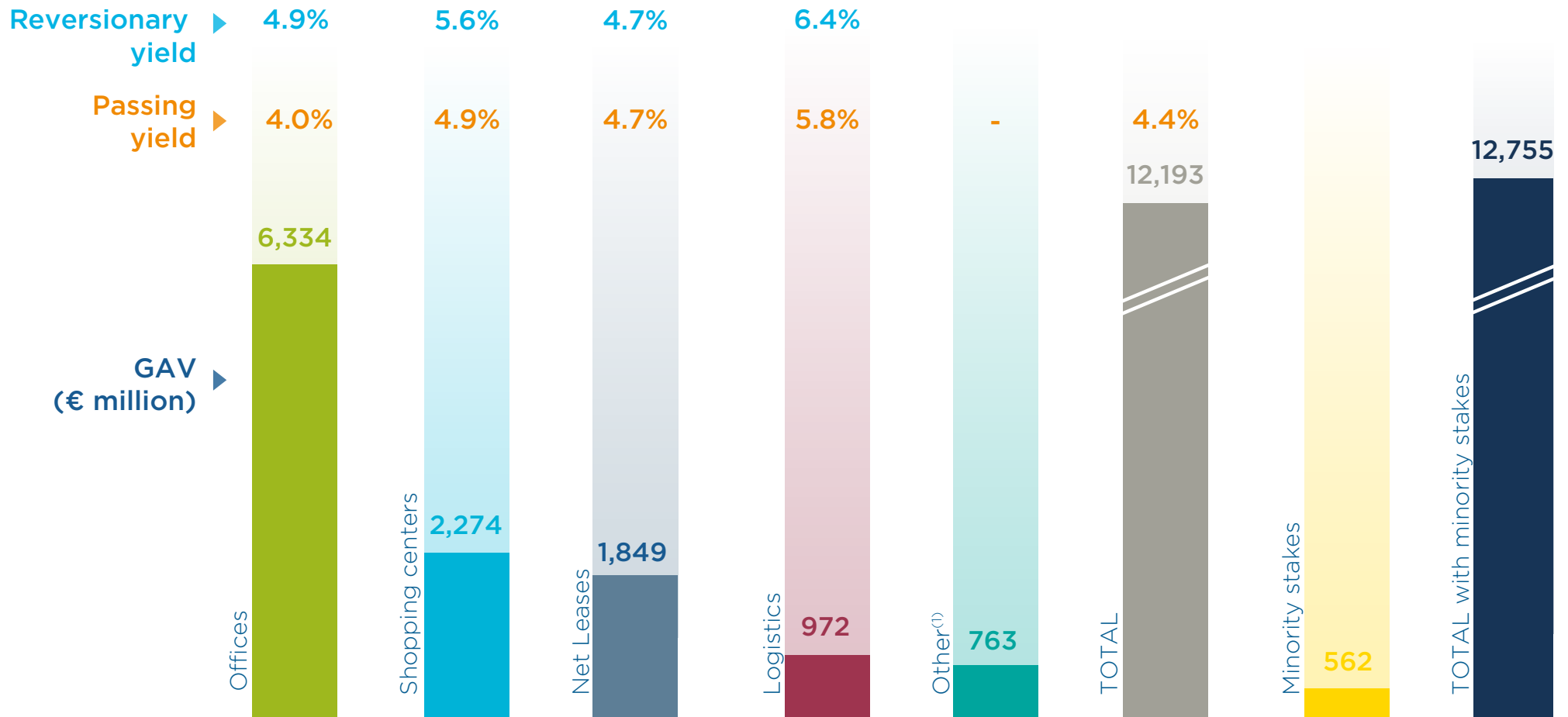
⁽¹⁾ After deducting leasehold concession charge FFO. Affected by free rent attached to the recently delivered units



Valuation and debt position



Valuation remains flat (+0.2%) as compared to December 2019



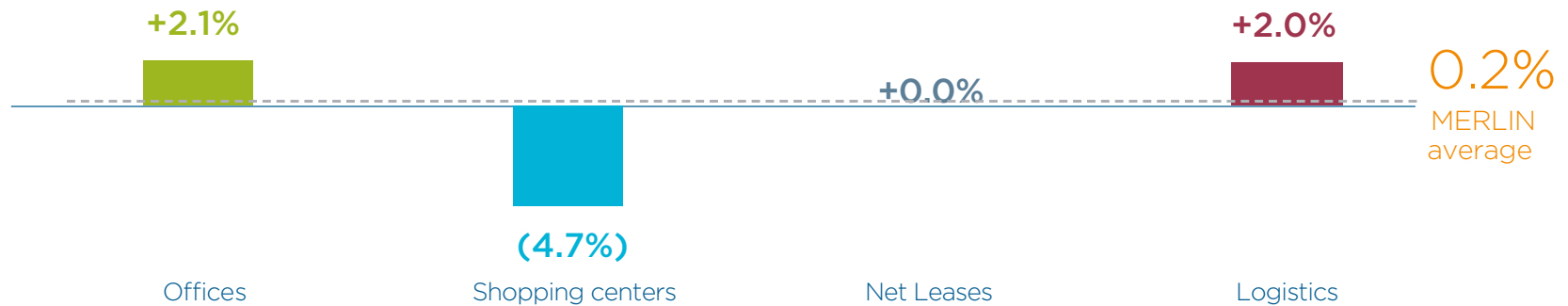
Source: Company

⁽¹⁾ Other includes WIP, hotels, non-core land and miscellaneous

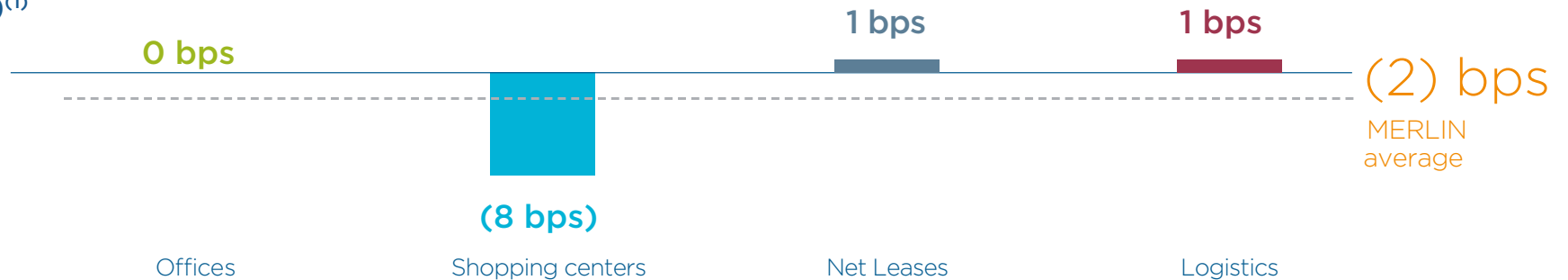


Offices and logistics showing positive LfL growth, net leases flat and shopping centers down by 4.7%, mainly due to yield expansion

GAV
Like-for-Like
evolution⁽¹⁾



Yield
compression
/ (expansion)⁽¹⁾

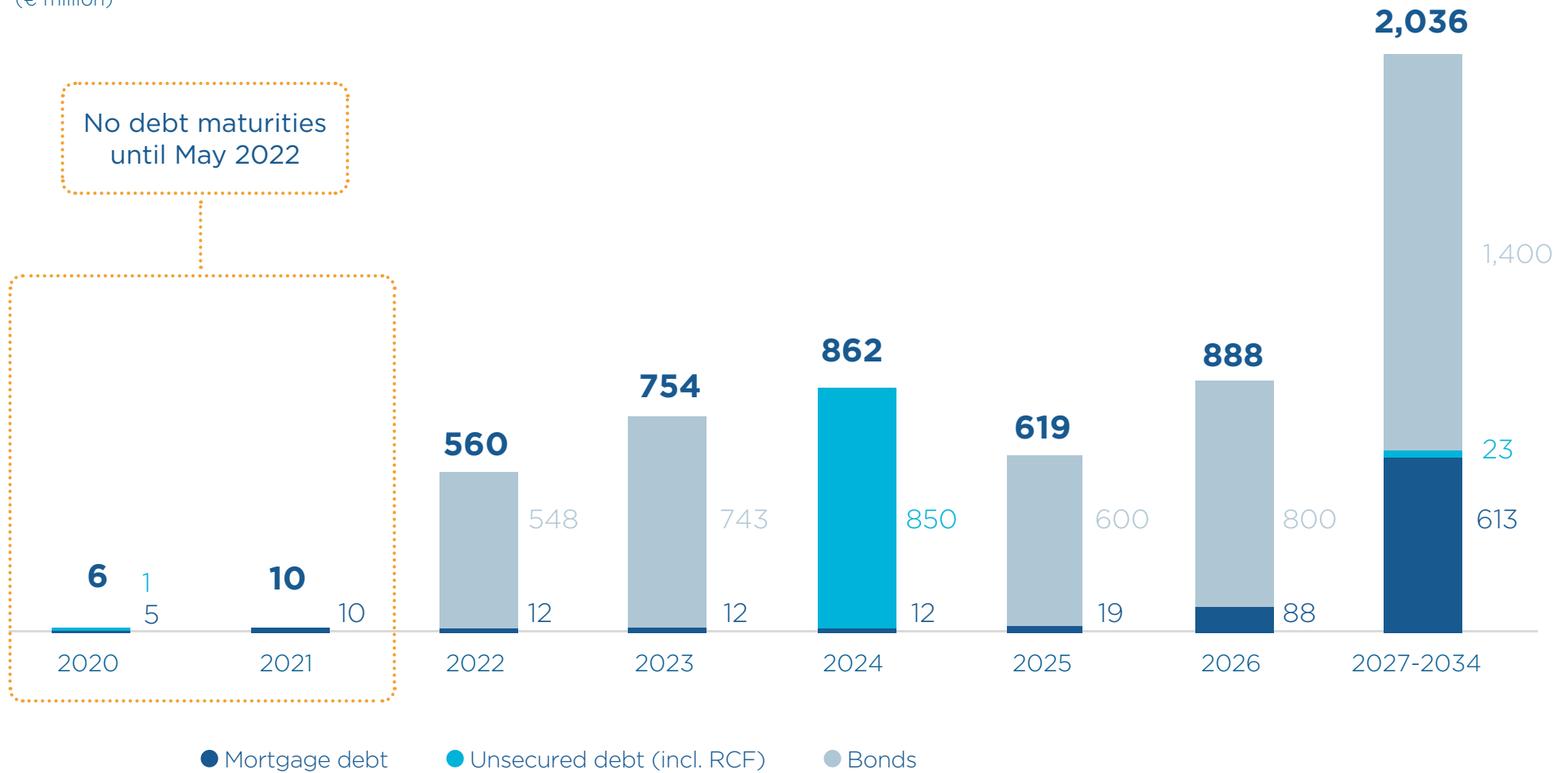


⁽¹⁾ Vs FY19



Recent debt management initiatives to extend maturity profile

(€ million)





Average maturity now at 6.5 years, with no floating rate risk

	30/06/2020 PF ⁽¹⁾	30/06/2020	31/12/2019
Net debt	€ 5,167m	€ 5,153 m	€ 5,182 m
LTV	40.5%	40.4% ⁽²⁾	40.6%
Average interest rate	2.07%	1.97%	2.09%
Average maturity (years)	6.5	← 6.0	6.4
Unsecured debt/Total debt	86.6%	85.2%	82.7%
Fixed rate debt	99.8%	← 88.9%	99.5%

S&P Global
MOODY'S

Rating
BBB
Baa2

Outlook
Stable
Negative

⁽¹⁾ PF after the €500m - 7yr bond issue, which includes the partial Bond repayment, the RCF repayment and the repayment of Retail mortgage debt

⁽²⁾ Excluding transfer costs. If included, LTV would amount to 39.2%



Ample headroom to safely comply with all financial covenants

Covenant	Required	MERLIN Today
LTV	<60%	40.4%
ICR	>2.5x	3.7x
Unencumbered	>125%	190.8%



Value creation



Castellana 85

- **Full refurbishment of the asset**, located in the heart of Azca, the best business area in **Madrid Prime CBD**
- **12,789 sqm** signed post Covid-19 outbreak (+ 1,842 sqm optioned)
- C85 will become the HQ of both a **top-tier consulting firm and construction company**

CONFIDENTIAL

GLA **16,471 sqm⁽¹⁾**
 Total Capex **€ 33.0m**
 Yield on cost **8.3%**
 Delivery **1Q21**

⁽¹⁾ Post refurbishment

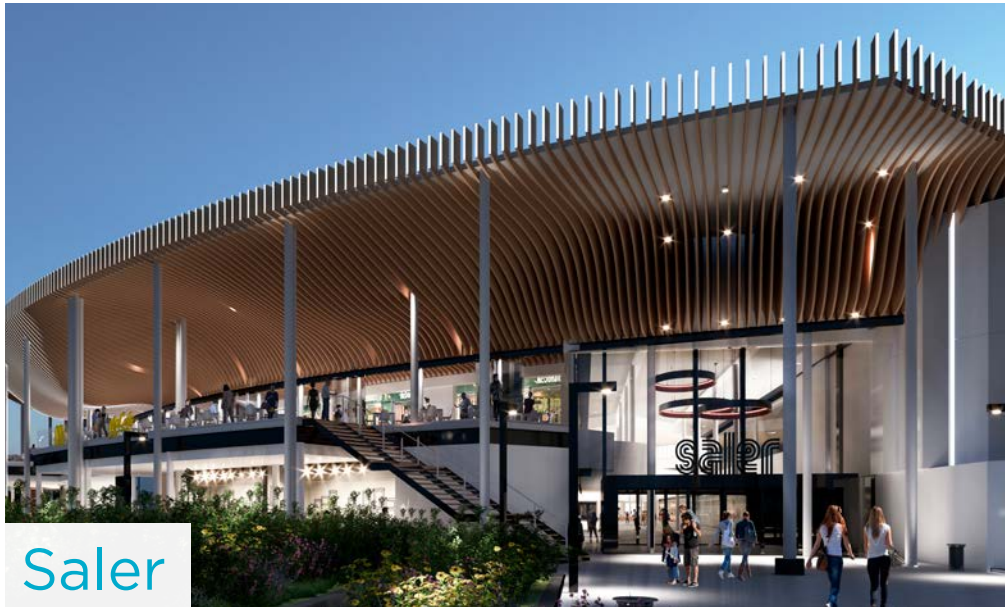


Monumental

- **Full refurbishment of the building**, located in Duque de Saldanha, one of the most emblematic squares in the city and the core of **Lisbon's Prime CBD area**
- 10-year term lease agreement with **BPI comprising 19,425 sqm**, to become their main HQ in Lisbon



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



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 **28,834 sqm (inc. additional GLA)**

Cost **€ 36.0m (inc. units acquired)**

Yield on cost **5.2%**



Porto Pi

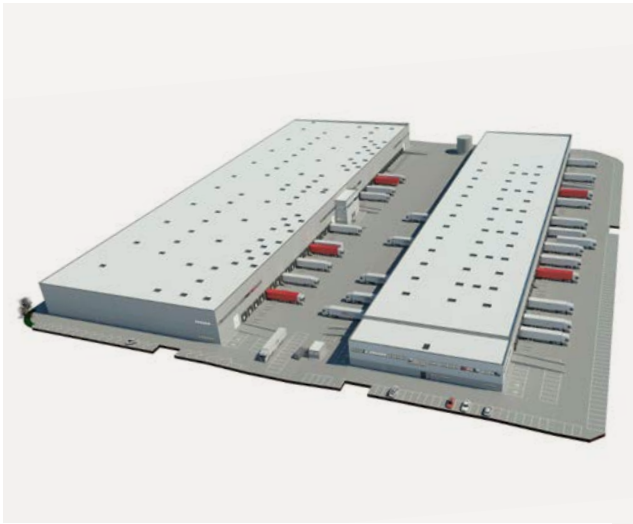
- **Full refurbishment** of the shopping center
- The asset will contain **outstanding exterior terraces** overlooking the Mediterranean sea
- The future additional space (2,400 sqm) is **fully let**



GLA **32,732 sqm (inc. additional GLA)**

Cost **€ 41.8m (inc. units acquired)**

Yield on cost **4.2%**



Madrid San Fernando II

- The project, currently under construction, will be delivered by 3Q20
- 67% pre-let to **Grupo Damm**

Damm

GLA **34,224 sqm**
 Cost **€ 1.9m**
 Yield on cost **8.9%**



Zaragoza Plaza II

- Turn key project in the **most dynamic hub of Zaragoza**
- **100% let to Dachser** upon delivery (September 2020)

DSV

GLA **11,421 sqm**
 Cost **€ 0.5m**
 Yield on cost **7.1%**



Sevilla ZAL WIP

- Phased project located in **Seville's Port area**
- **3 warehouses** totalling 27,248 sqm have already been delivered

amazon Grupo **Carbó Collbatallé**

CUATROGASA
 profesionales como tú

GLA **42,632 sqm**
 Cost **€ 2.0m**
 Yield on cost **8.4%**



Covid-19 update



MERLIN Properties conceived a commercial policy in 2 phases to help its retail tenants

		Phase I	Phase II
Enacted	▶▶▶	Since March 15 th until the reopening	Since the reopening until December 31 st
Eligibility	▶▶▶	Tenants affected by the compulsory shutdown set forth in the state of alarm regulations which were up-to-date in their contractual obligations	Tenants affected by the compulsory shutdown or a severe operations limitation who were up-to-date in their contractual obligations
Policy	▶▶▶	<ul style="list-style-type: none"> • 100% rent relief since March 15th (state of alarm) and up until the earliest of (i) end of compulsory shutdown, and (ii) July 31st • Common service charges continue to be paid by tenants • Tenants waive rights to take any future actions against MERLIN as a consequence of Covid-19 	<ul style="list-style-type: none"> • Partial rent relief until year end (progressive from 60% in June to 10% in December) • Tenants extend their contracts until 2022 • Tenants continue paying common service charges and waive any future actions against MERLIN
		Offices Shopping centers	Offices Shopping centers
Implementation	▶▶▶	Eligible universe ⁽¹⁾ 3% 89%	Eligible universe ⁽¹⁾ 4% 94%
		Tenants that have accepted 100% >85%	Tenants that have accepted 93% >92%

⁽¹⁾ As a % of annual gross rents of each category



A high quality tenant base leads to high collection rates post-Covid

(as a % of total invoices due)

2Q 2020	Offices	Shopping centers	Net leases	Logistics
Commercial policy	0% ⁽¹⁾	59.7%	0%	0%
Collected	99.2%	37.7%	100%	96.4%
In process	0%	0%	0%	2.7%
Uncollected	0.8%	2.6%	0%	0.9%

⁽¹⁾ We have excluded the retail component of offices which is residual for the asset category (-3%)



No change in Covid-19 impact for 2020 previously quantified. 2021 impact mitigated by low level of maturities and delivery of new rents secured by Landmark and Best II & III



- Only 12% of rents mature in 2021
- 2020 incentives expensed, not straight-lined (no impact on 2021 P&L)
- € 20 million of incremental rents secured by new contracts already signed
- Retail occupancy supported by commercial policy⁽¹⁾
- 13% reversionary potential in offices as a buffer against market declines
- Net leases as a “safe harbour”
- Logistics to continue its growth pace

⁽¹⁾ Maturities extended beyond December 2021



Closing remarks



Financial performance

- Covid-19 impact on 2020 net rents of € 70m and € 60m on FFO. FFO guidance for 2020 of € 250m (€ 0.53 per share)
- **Valuations flat**, with retail taking the biggest hit, a 4.7% decrease, mainly due to yield expansion (8 bps)
- **Strong balance sheet**, € 1.2bn in liquidity, no maturities until 2022 and ample headroom in covenants



Business performance

- Leasing activity post-Covid revealing **higher retention rates, with new deals signed above ERV and renewals with positive release spread**
- Occupancy on par with FY19 and set up well for resilient performance going forward: **15% expiry rate from June 30 to December 2021**, commercial policy highly embraced by retail tenants whose expiries have been extended beyond December 2021 in exchange for incentives
- **Collection rates** in the hardest part of the crisis have maintained very **healthy levels**, underpinned by the quality of our tenant base



Value creation

- **Landmark.** Important leases signed in Castellana 85 and Monumental, generating **compelling value creation** (yields on cost of 8.3% and 9.4%, respectively). **Secured rents of € 13.3m**
- **Flagship.** Works advancing in Saler and Larios, with leasing activity growing on the back of the reforms
- **Best II & III.** 2 warehouses delivered in Sevilla ZAL. Leases signed in Madrid-San Fernando II and Zaragoza-Plaza II. **Secured rents of € 6.3m**
- **Cabanillas Park II** moved back to priority 1 Capex category



MERLIN

PROPERTIES

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