



Assets  
*in action!*

# Q1 21 BUSINESS UPDATE

14<sup>th</sup> May 2021



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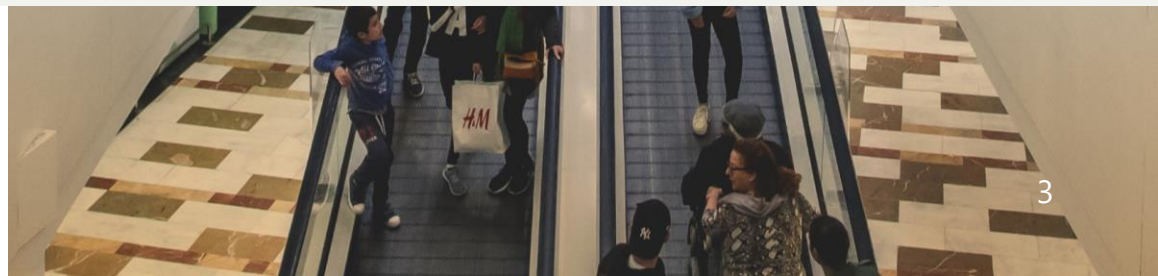
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# Summary

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## Q1 21 REVENUES REACHED €21MN, DESPITE THE PANDEMIC

**€21Mn**

GRI

**€1,417 Mn**

GAV

**39.8%**

LTV

**95%**

OCCUPANCY RATE

### Comparability

It's important to highlight that while in Q1 20 there was lockdown only for a few days, in Q1 21 restrictions remained in effect in several regions the whole quarter

### Disposals

The sale of 22 commercial premises leased to Eroski in mid February to Blackbrook has proven to be a very profitable operation (24% capital gain)

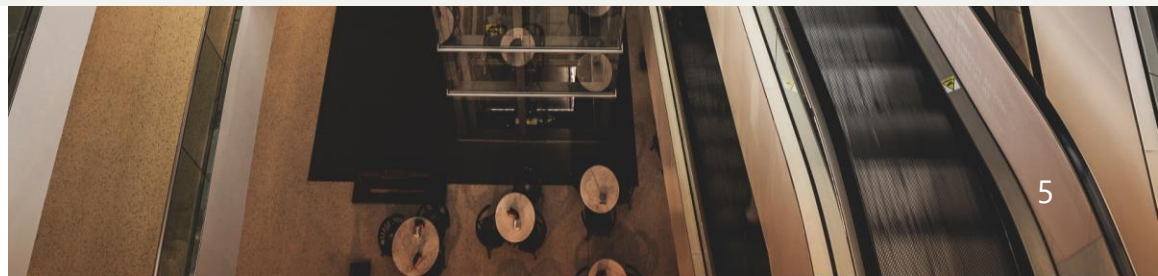
### Annual General Meeting

All agenda items of the General Shareholders' meeting were approved by large majorities, including a dividend of 0.31€ was approved (dividend yield per share of 6.7%), among the most profitable on the Continuous Market



## Operating performance

2



## Resilient Portfolio

### Multiproduct offer

Balanced portfolio that has been key to react better and sooner than others.

**67%**   **33%**

Shopping centres   Retail parks

(% GAV)



>20% Essential activities

High percentage of food & health tenants



Big Brands

Differentiated brands in the portfolio

### Responsible management

Lar España assets guarantee all health-hygiene safety, social distancing and communication measures.

Large spaces to avoid unnecessary crowding, the best environmental and accessibility practices and latest technology.

Assets are far better equipped to meet these new requirements after the refurbishments of recent years.

**100%** Assets<sup>1</sup>

SGS certified to guarantee hygiene safety

### Tenant mix

**30.4%**

Fashion

**19.2%**

Home

**13.4%**

Food & Beverage

**15.6%**

Leisure & Entertainment

**7.3%**

Sports & Adventure

**7.1%**

Dining

**3.8%**

Services

**2.9%**

Health & Beauty

**0.3%**

Culture, Tech & Multimedia

**551,405**

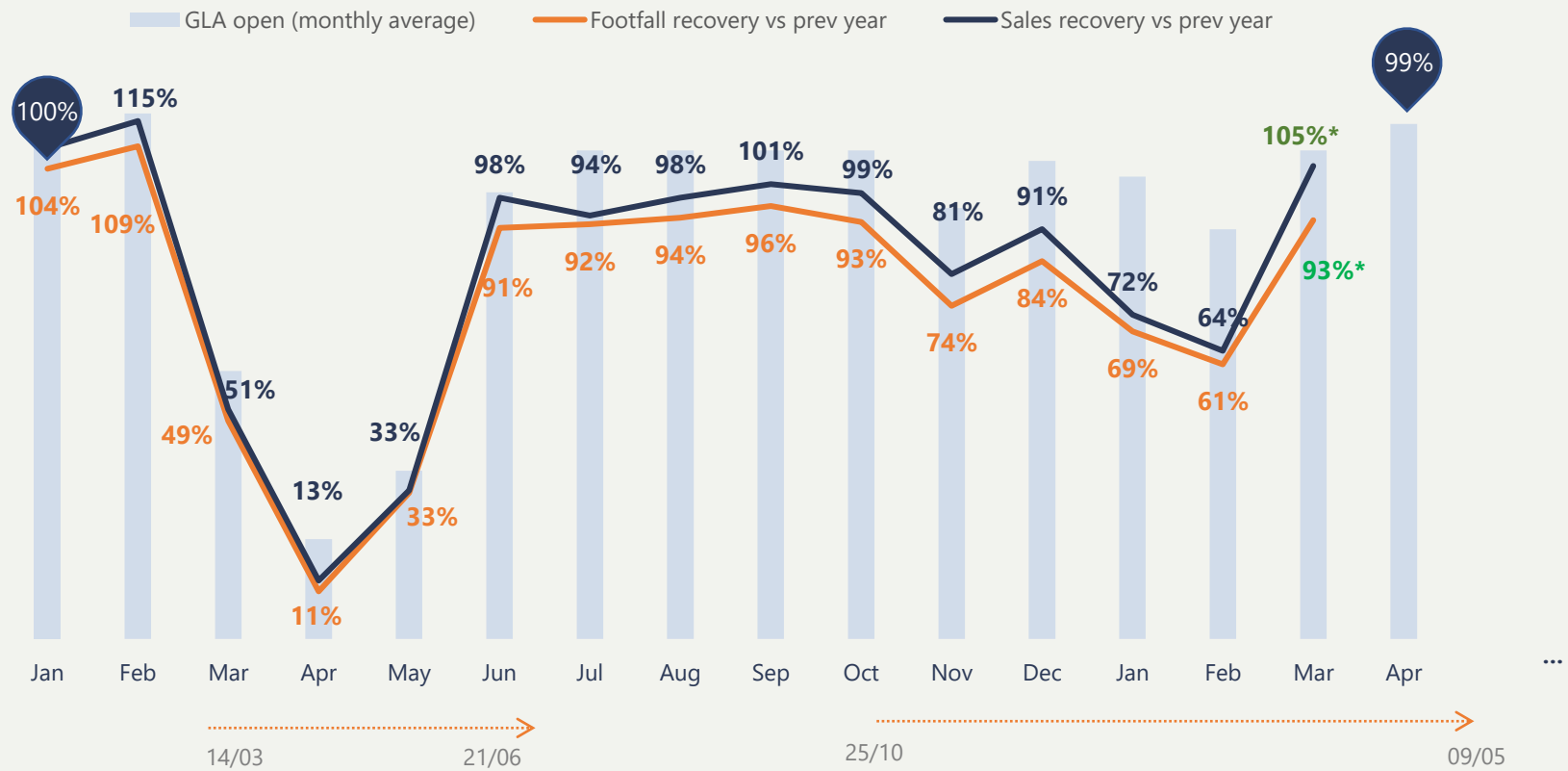
GLA sqm

**14**

Assets

<sup>1</sup> Fully owned assets

## Footfall and Sales numbers recovery



\* Data vs 2019

1st state of alarm **Total lockdowns**

2nd state of alarm **Partial lockdowns**

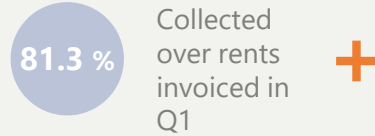


**81.3% of rent collected over invoiced in Q1**



**Collections in Q1 21 (Cash Flow)**

Q1 2021



Additionally in Q1, more than 3% of the pending amounts of 2020 have been collected, reaching more than **93%** the amount collected over the amount invoiced in 2020

**Lease incentives in Q1 21 (P&L)**

Impact in P&L of lease incentives



**€ 3.6 Mn**

**Agreements and conversations with tenants**

One-on-one agreements reached

**c. 100 % GLA**

Contracts >2024

**+65 %**

**Minimum ongoing litigations**

There have been no unfavorable rulings for Lar España

**Commercial strategy**

Continuing one on one conversations with tenants



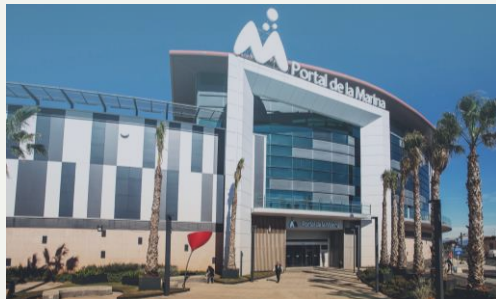
## Leasing Activity

**12 operations**  
signed in Q1 21

**+1.5%**  
rent uplift

**€0.5 Mn**  
negotiated rent

**over >1,000**  
existing contracts



**VidaNova Parc (Sagunto)**  
1,100 sqm leased to sports chain Joma



**Vistahermosa (Alicante)**  
New opening 1,700 sqm of Ozone Bowling



**Megapark (Barakaldo)**  
New opening





## Financial information & ESG

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# Operating Results in Q1 2021

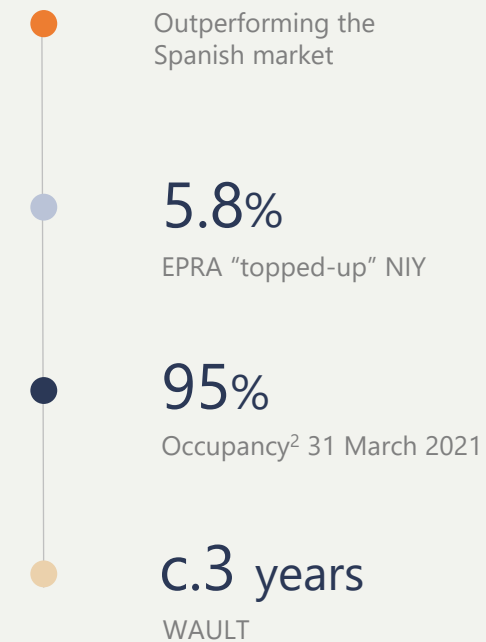


## Results



€ 9.4 Mn  
RECURRING PROFIT of the period

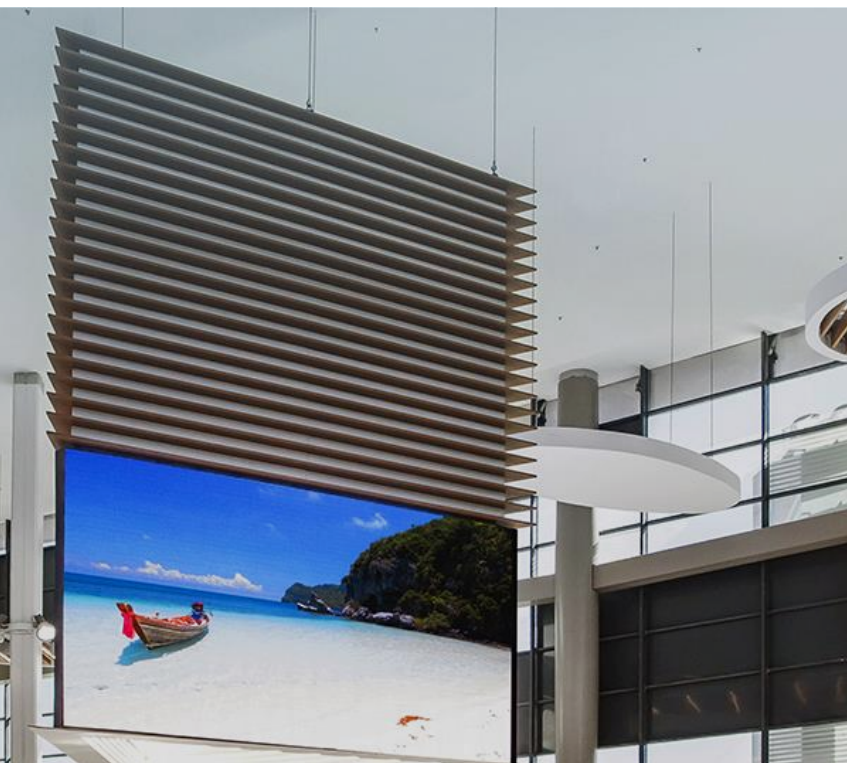
## Assets



€10.46  
EPRA NTA p.s.<sup>1</sup>

<sup>1</sup> EPRA NTA per share adjusted for dividend effect: 10.15 €/share  
<sup>2</sup> Ratio calculated according to EPRA recommendations

# Corporate Results in Q1 2021



## Corporate



## ESG



<sup>1</sup> 100% assets fully owned.

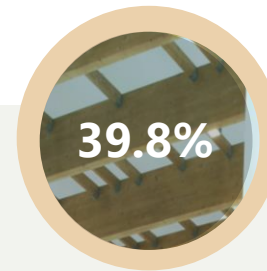
## Financial strength



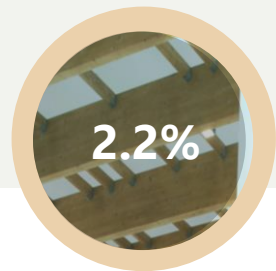
Net financial debt



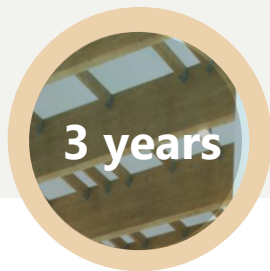
Gross financial debt



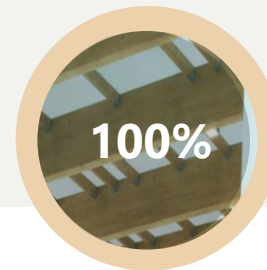
Net LTV



Average cost of debt



Average debt maturity



of covenants complied

**Refinancing process  
already started, with  
more than one year  
of margin**

Consolidated Income Statement (€ Millions)	Q1 2021			Q1 2020		
	Recurring	Non-Recurring	Total	Recurring	Non-Recurring	Total
Rental Income	20.3	-	<b>20.3</b>	24.1	-	<b>24.1</b>
Other Income	0.6	-	<b>0.6</b>	0.8	-	<b>0.8</b>
Personnel expenses	(0.1)	-	<b>(0.1)</b>	(0.1)	-	<b>(0.1)</b>
Other expenses	(6.8)	(3,3)	<b>(10.1)</b>	(7.4)	(0.3)	<b>(7.7)</b>
Result of disposals of investment properties	-	1,1	<b>1,1</b>	-	-	-
Property Operating Result	<b>13.9</b>	<b>(2.2)</b>	<b>11,7</b>	<b>17.4</b>	<b>(0.3)</b>	<b>17.1</b>
Changes in the Fair Value of investment properties and Results from Divestment	-	-	-	-	-	-
EBIT	<b>13.9</b>	<b>(2.2)</b>	<b>11.7</b>	<b>17.4</b>	<b>(0.3)</b>	<b>17.1</b>
Financial Result	(4.6)	-	<b>(4.6)</b>	(4.6)	-	<b>(4.6)</b>
Share in profit (loss) for the period of equity-accounted companies	-	-	-	-	-	-
EBT	<b>9.4</b>	<b>(2.2)</b>	<b>7.2</b>	<b>12.8</b>	<b>(0.3)</b>	<b>12.5</b>
Income Tax	-	-	-	-	-	-
Profit/(Loss) for the Period	<b>9.4</b>	<b>(2.2)</b>	<b>7.2</b>	<b>12.8</b>	<b>(0.3)</b>	<b>12.5</b>

## Exemplary property management and good governance



### Environment

#### Energy consumption performance 2020

34.2 kWh/sqm of electricity, energy and fuel consumption. (-17.4% vs 2019 LfL)

#### Electricity consumption 2020

-16.5% vs 2019 LfL

#### Emissions 2020

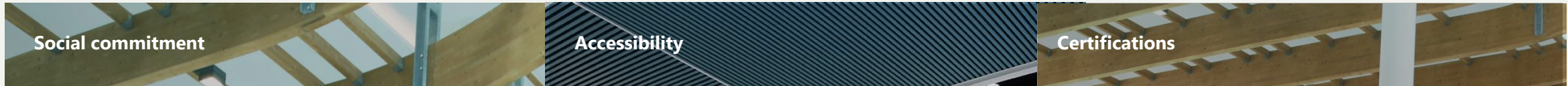
541 Ton eq CO2 of scope 1,2 &3 emissions (-18.6% vs 2019 LfL)

#### Waste 2020

Waste generation -34.6% vs 2019 LfL  
Waste recycled +6.2% vs 2019 LfL

#### Water consumption per visitor 2020

-0.6% vs 2019 LfL



### Social commitment

- +17,000 jobs generated
- 9.1% of indirect jobs are done by persons with disabilities
- Purchased over €71M in products and services from its suppliers, thereby creating wealth in the communities where it is present

### Accessibility

- Accessibility audits performed on 100% of our assets.
- 5 assets certified in AENOR Universal Accessibility

### Certifications

- 100% shopping centres certified in BREEAM
- New BREEAM certifications in Abadía, El Rosal, Gran Vía and Megapark with Very Good and Excellent ratings
- c. 90% Buildings certified in BREEAM

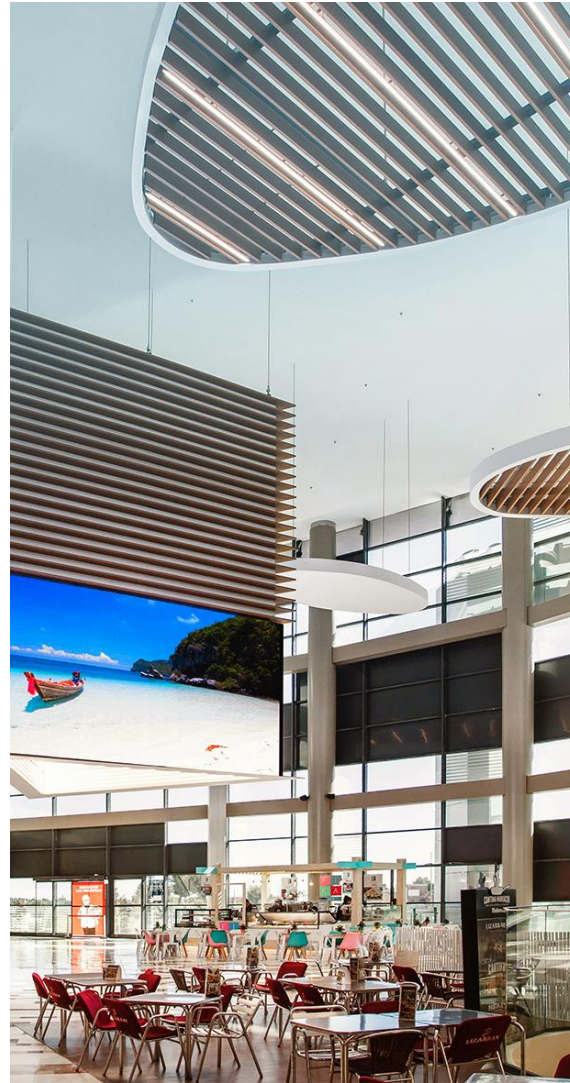


## Highlights & Next steps

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## Future Drivers: strong financials, active management, safety portfolio and profitability



### Highlights

- Despite the situation, remarkable **rental income**, with good prospects for the rest of the year
- **Successful disposal** of supermarket portfolio with 24% capital gain
- **Occupancy** remains strong at c.95% and 81.3% of the invoiced rents have been collected
- **Approved dividend** of 0.31€ (dividend yield per share of 6.7%), among the most profitable on the Continuous Market

### Future Drivers

- **Refinancing** in progress.
- **Strong balance** sheet and **disposals**.
- Keeping an **eye on the market, but cautions**; CAPEX reduced to the minimum and new acquisitions on hold.
- Keeping **close relations** with our tenants



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