

9M 2020-21 Results Presentation

1 April – 31 December 2020

4 February 2021



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Overview

I

- 778 homes delivered by end of December 2020
- 2020-21 delivery target of more than 1,900 units on track

II

- Sales rebound sustained: 397 net sales in Q3
- 150 net sales in December – best December on record

III

- Selective investment policy on track: acquired land for 777 units in high demand areas at attractive margins for €71m

IV

- Agreement signed with Grupo Lar and Primonial to develop 655 turnkey BTR units for €120m

Executive Summary 9M 2020-21

As of 31 December 2020

Sales

- Healthy Order Book: 3,053 units, totalling €1,010m (84% under private contract)
- 920 net sales since April 2020, 397 net sales in Q3 2020-21 (Oct-Dec 2020)
- Strong sales coverage: 99% of 2020-21 deliveries and 63% of 2021-22 deliveries sold

Operations

- 778 units delivered
- 901 completed units with First Occupancy Permit in hand, to be delivered
- €71m investment in new land for 777 units

Financing

- €135m in cash (of which €79m unrestricted)
- Amortised €20m of Syndicated Facility
- Loan-To-Value: 19%



01 Business Update

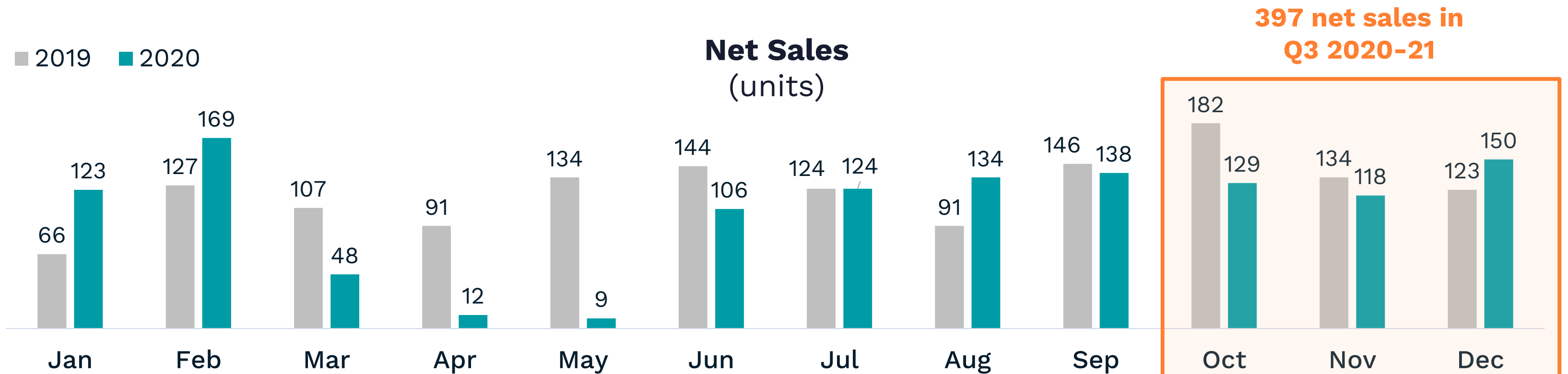
Sales and Operating Activity Update

▪ Sales Activity 9M 2020-21

- 397 net sales in Q3, 920 net sales in 9M 2020-21; Record December – 150 units sold in Dec 2020
- Excluding March, April and May sales (when sales offices were closed), BTS sales in 2020 are 5% higher than 2019
- Qualified leads up 41% and sales visits up 39% in Q3 2020-21 vs same period in 2019
- Private contract cancellation rates in line with historical average

▪ Construction and Operations 9M 2020-21

- In 9M 2020-21, 1,214 construction permits were requested and 1,352 were granted
- 3,734 units were under construction across 51 projects at the end of December

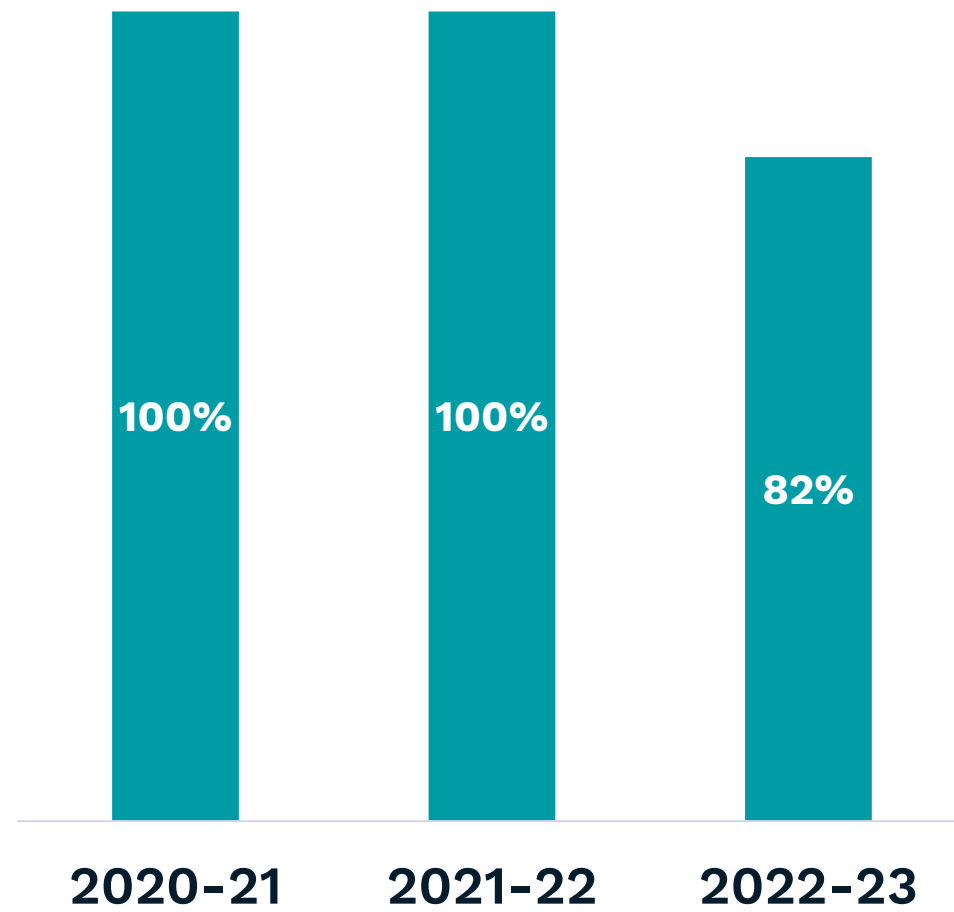


Activity Update¹

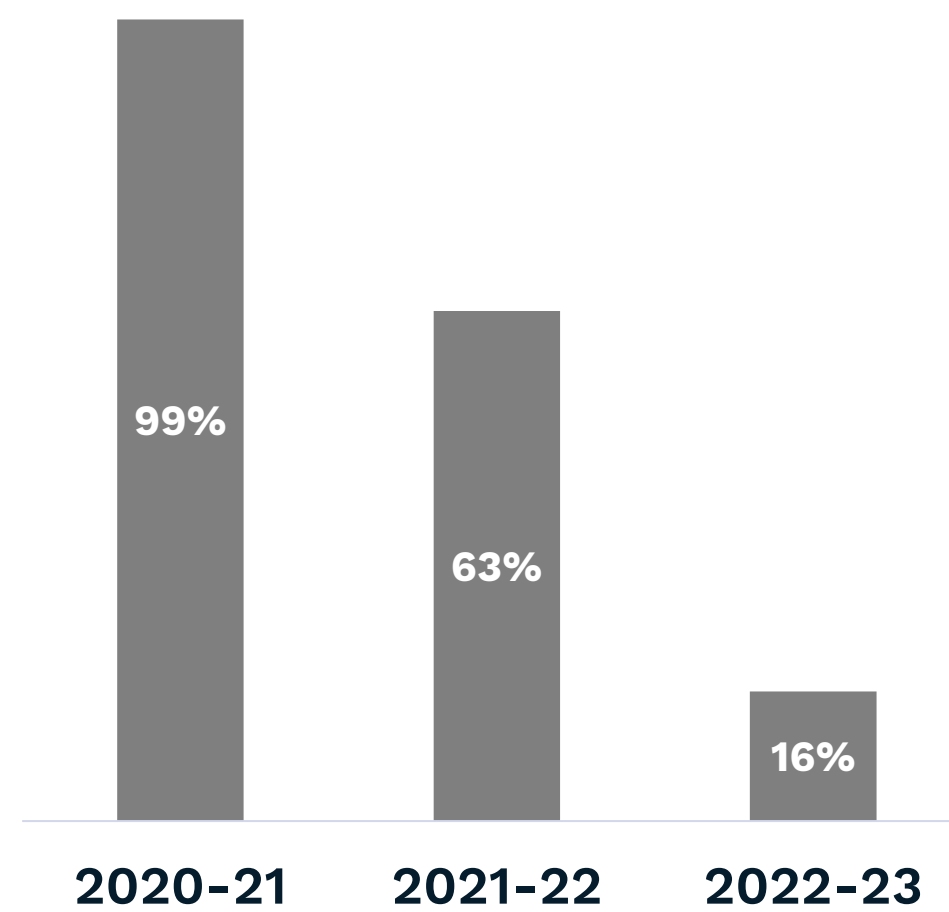
As of 31 December 2020

- Launches
- Sales²
- Under construction
- Completed

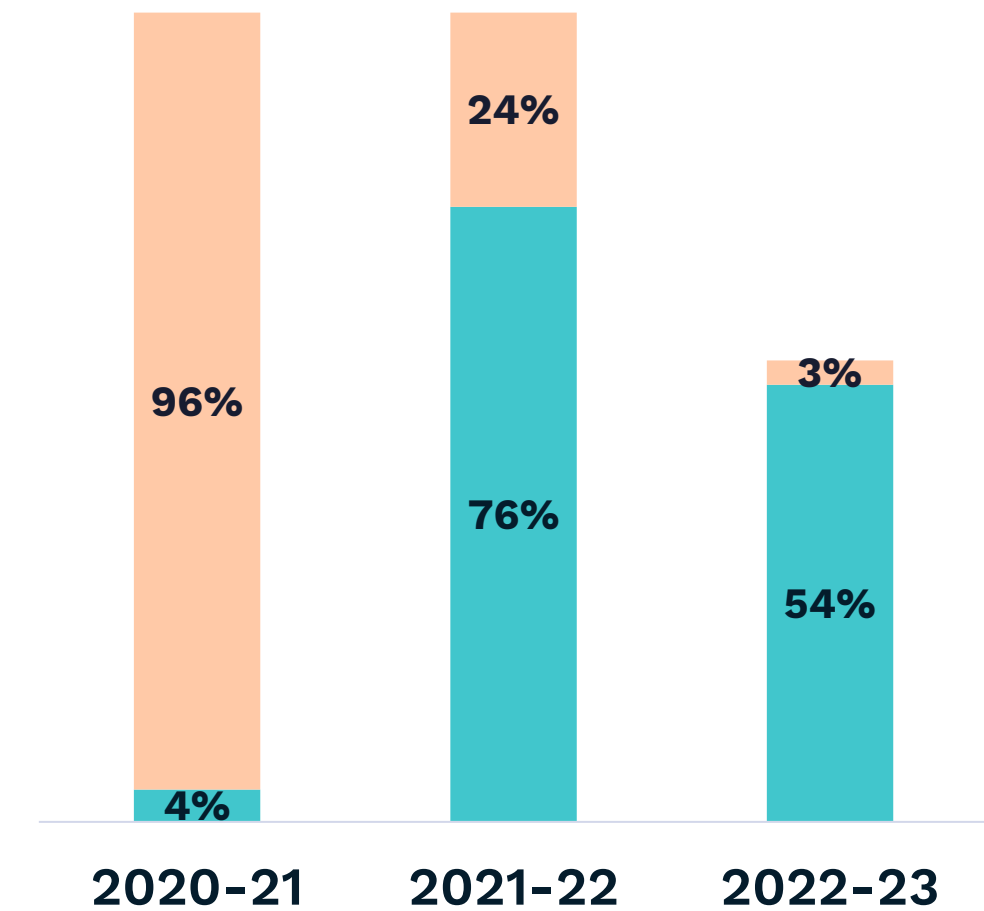
Launches



Sales²

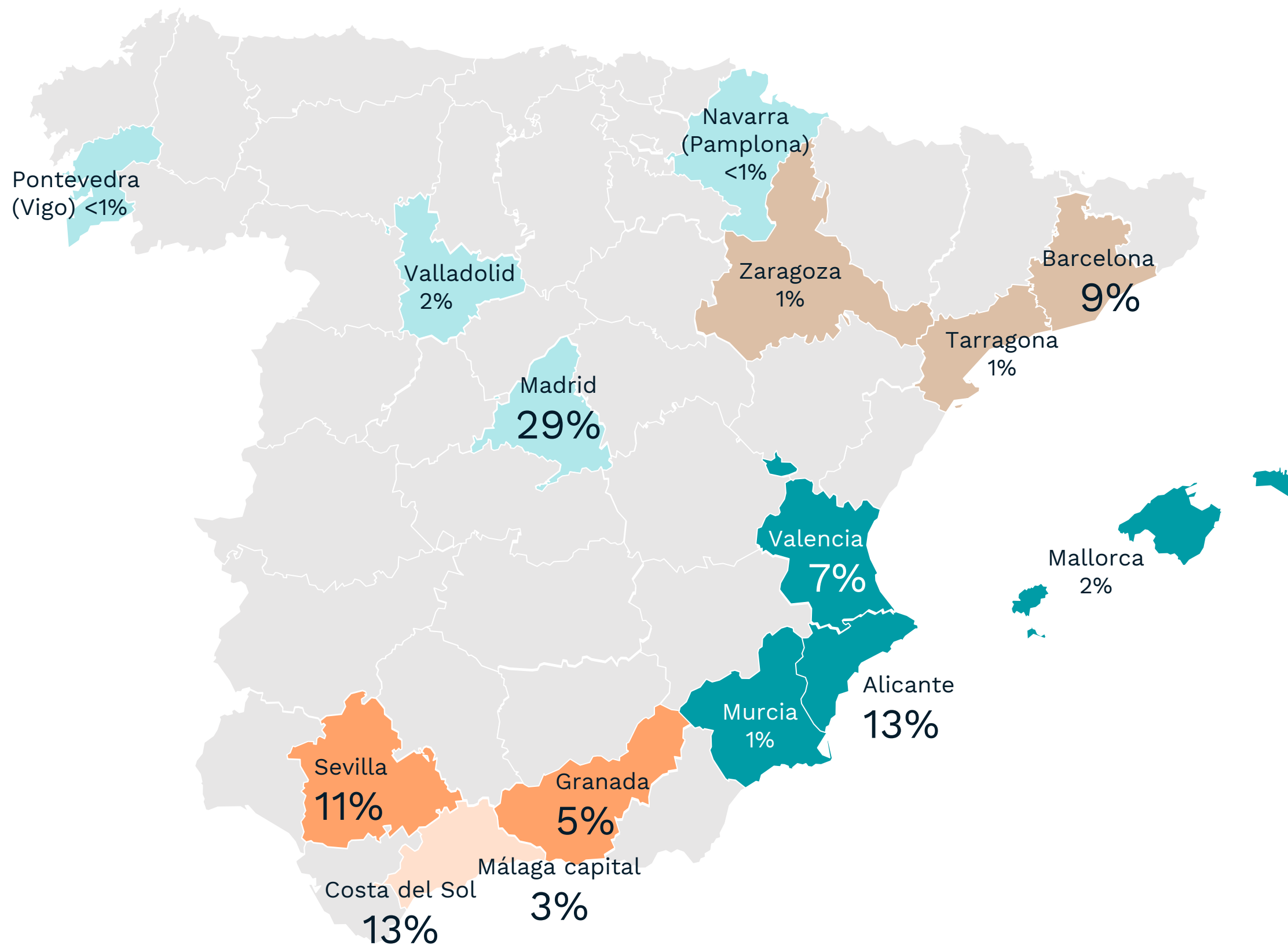


Construction



(1) Coverage ratios calculated over expected target of deliveries
(2) 99% sales coverage includes 778 units already delivered.

Landbank: 15,477 units



| Land for 777 units acquired as of December 2020

AEDAS Homes is maintaining the high quality of its landbank by investing in cherry-picked land selected according to strict, demand-driven criteria

- The company's differential know-how in its investment process delivered the acquisition of 777 units of land for €70.6m
- This total investment was comprised of 10 independent transactions: 3 in the Centre region, 2 in Catalonia and 5 in the East region, all in locations with strong consumer interest and proven residential demand
- Transactions were executed off-market in exclusive bilateral negotiations with landowners, enhancing final terms achieved
- Pipeline as of December 2020: Portfolio of exclusive investment opportunities for 1,100+ units in 12 transactions in advanced Due Diligence phase



02 Financial Results 9M 2020-21

Results Summary 9M 2020-21

	9M 2020-21	Comments
Revenues	€277.2m	<ul style="list-style-type: none"> • 778 units delivered • €4.3m in land sales
Gross margin	€76.2m	<ul style="list-style-type: none"> • Consistently returning best-in-class margins
Margin (%)	27.5%	
EBITDA	€44.1m	<ul style="list-style-type: none"> • Overheads continue to be under tight control • On track to meet year-end EBITDA target
Net income	€22.9m	<ul style="list-style-type: none"> • Slight increase in financial costs, according to leverage

Balance Sheet Summary as of 31 December 2020

	31 December 2020	31 March 2020	Change	Comments
Inventories <ul style="list-style-type: none"> • Land • Works in progress • Completed product 	€1,512m €593m €661m €258m	€1,344m €617m €627m €80m	€168m €-24m €34m €178m	<ul style="list-style-type: none"> • Significant number of completed units, matching deliveries scheduled for the coming months
Cash	€135m	€136m	€-1m	<ul style="list-style-type: none"> • Solid cash position unchanged
Short-term debt	€383m	€349m	€34m	<ul style="list-style-type: none"> • Greater use of developer loans in line with advanced construction progress
Long-term debt	€91m	€4m	€87m	<ul style="list-style-type: none"> • Partial amortisation of Syndicated Facility
Equity Treasury stock ¹	€938m €59m	€936m €37m	€2m €22m	<ul style="list-style-type: none"> • Increase in treasury stock from 4.3% to 6.2% of total share capital

Evolution of net financial debt¹

(€m)	31 Dec 2020	31 Mar 2020	Change
(A) Secured debt	270.7	135.3	135.4
(B) Corporate debt	217.3	211.1	6.2
Syndicated facility	130.0	149.1	(19.1)
Commercial paper programme (MARF-listed)	49.3	62.1	(12.8)
Other corporate debt	38.0	-	38.0
Gross debt (A+B)	488.0	346.5	141.5
(C) Total cash	134.7	136.1	(1.4)
Net debt before pre-payments (A+B-C)	353.3	210.4	142.9
(D) Cash tied to development pre-payments	55.3	50.1	5.2
NET FINANCIAL DEBT (A+B-C+D)	408.6	260.4	148.2

- €20m of Syndicated Facility amortised
- In Q3 2020-21, 5 developer loans signed for a total value of €116m
- Debt linked to developments pending delivery in Q4 2020-21 totalled €194m

Financial leverage

	31 Dec 2020	31 Mar 2020
LTC ¹	27.3%	19.9%
LTV ²	19.4%	13.3%
Net financial debt / EBITDA (LTM)	7.9x	4.0x
Average cost of debt	2.71%	2.87%
Interest coverage	4.1x	5.4x

- High volume of scheduled deliveries in Q4 2020-21 will reduce net financial debt and leverage ratios materially.



03 Outlook

Outlook

1

Strong sales coverage ratios confirm the company's continued solid performance, despite the current economic context.

2

Agreements to deliver turnkey developments to the Private Rented Sector will further strengthen the healthy Order Book and increase visibility on annual delivery targets.

3

AEDAS Homes expects to deliver over 1,900 units in 2020-21.

4

Landbank replenishment program continues to be on track: selective process focused on current regions of interest.

5

The company is making a firm commitment to ESG targets, with special emphasis on sustainability and decarbonization.



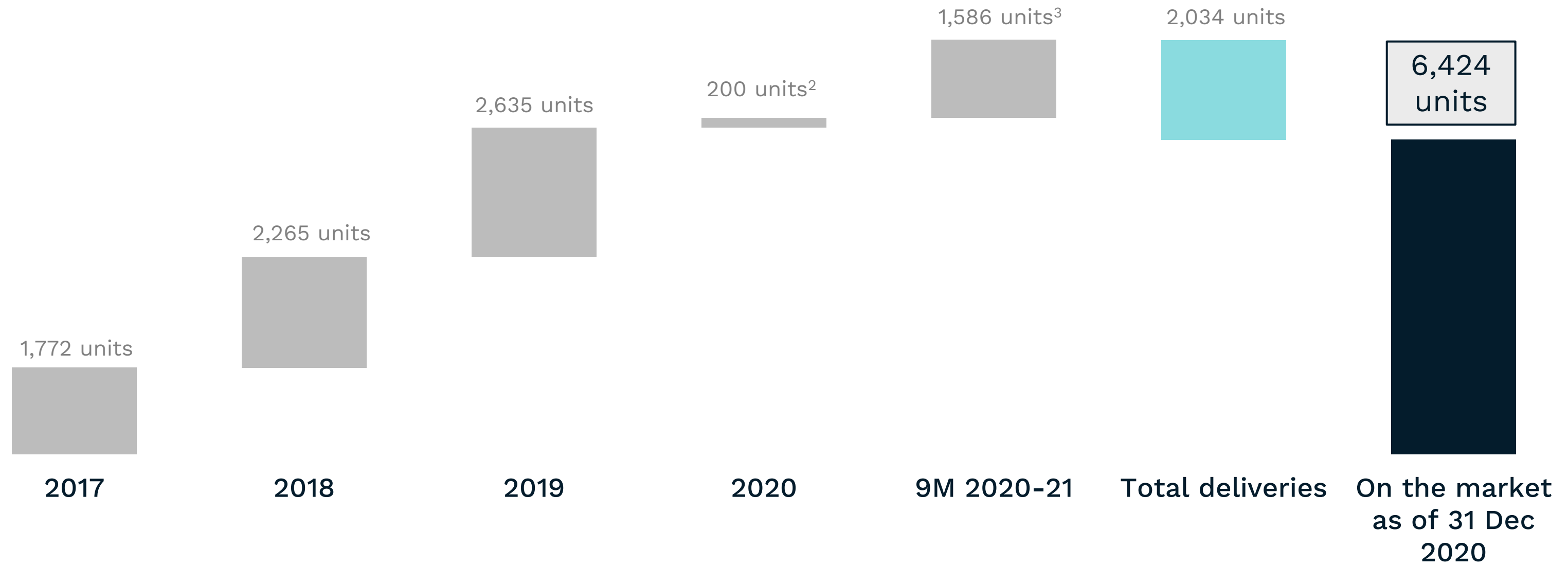
04 Appendix

P&L: 1 April – 31 December 2020

(€m)	9 months 2020-21	April–December 2019	Change (€m)	Change (%)
Revenue from the sale of housing units	272.8	281.5	(8.7)	-3.1%
Revenue from land sales	4.3	15.9	(11.6)	-
REVENUE	277.2	297.4	(20.3)	-6.8%
Cost of goods sold	(201.0)	(199.6)	(1.4)	0.7%
GROSS MARGIN	76.2	97.9	(21.7)	-22.1%
% Gross margin	27.5%	32.9%¹	-	-541 bp
Sales and marketing costs	(10.5)	(16.8)	6.3	-37.4%
Other operating expenses	(2.8)	(2.7)	(0.1)	4.2%
NET DEVELOPMENT MARGIN	62.9	78.4	(15.5)	-19.8%
% Net development margin	22.7%	26.4%	-	-366 bp
Overheads	(21.0)	(19.9)	(1.1)	5.5%
Other income and expenses	2.2	0.3	1.9	-
EBITDA	44.1	58.8	(14.7)	-25.0%
% EBITDA margin	15.9%	19.8%	-	-386 bp
Depreciation and amortisation	(1.6)	(1.2)	(0.4)	32.5%
Net financial income	(10.0)	(8.3)	(1.7)	20.5%
Share of profit/(loss) of associates	(0.3)	(0.2)	(0.1)	72.7%
Impairment losses	(1.6)	(0.1)	(1.5)	-
EBT	30.6	49.1	(18.5)	-37.6%
Corporate tax	(7.7)	(11.6)	3.8	-33.1%
NET INCOME	22.9	37.5	(14.6)	-39.0%
% Net margin	8.3%	12.6%	-	-436 bp
Minority interests	(0.0)	2.5	(2.5)	-101.3%
NET INCOME ATTRIBUTABLE TO PARENT COMPANY	22.9	35.0	(12.1)	-34.5%

On the market¹: 6,424 units

As of 31 December 2020

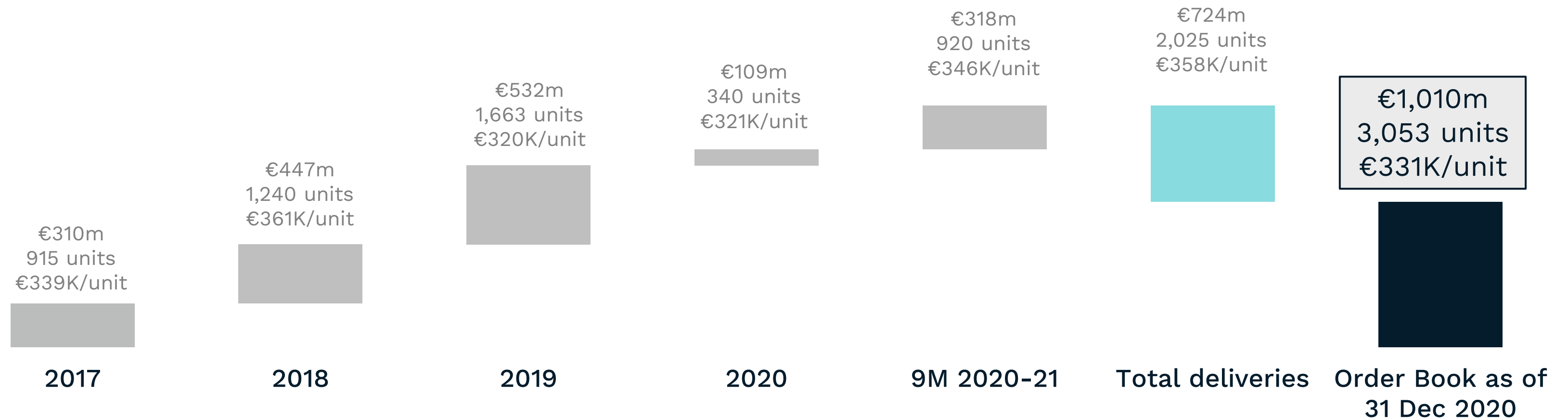


(1) A project is considered launched once marketing has kicked off
(2) 2020 refers to the three-month period of January-March 2020
(3) The 1,586 units launched in 9M 2020-21 do not include the 655 Build to Rent units

Order Book¹: 3,053 units (€1,010m)

As of 31 December 2020

99% of 2020-21 deliveries and **63%** of 2021-22 deliveries sold

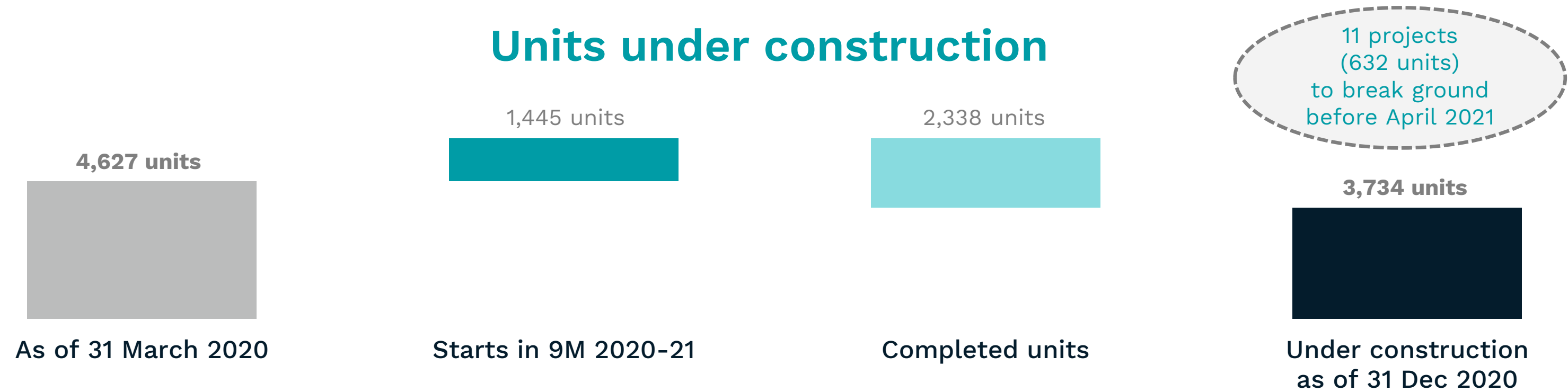


(1) 655 BTR units sold to Lar-Primonial in January 2021 (€120m €183K/unit) are not included in this Order Book figure.

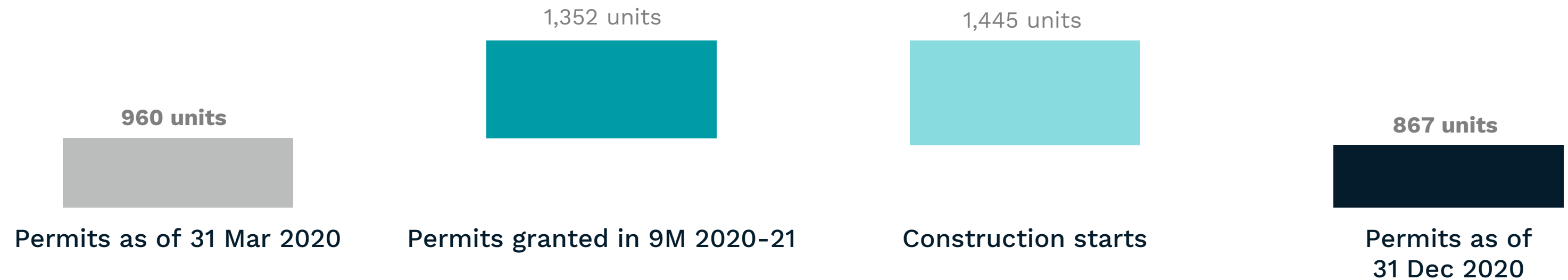
Construction and Building Permits

As of 31 December 2020

Units under construction



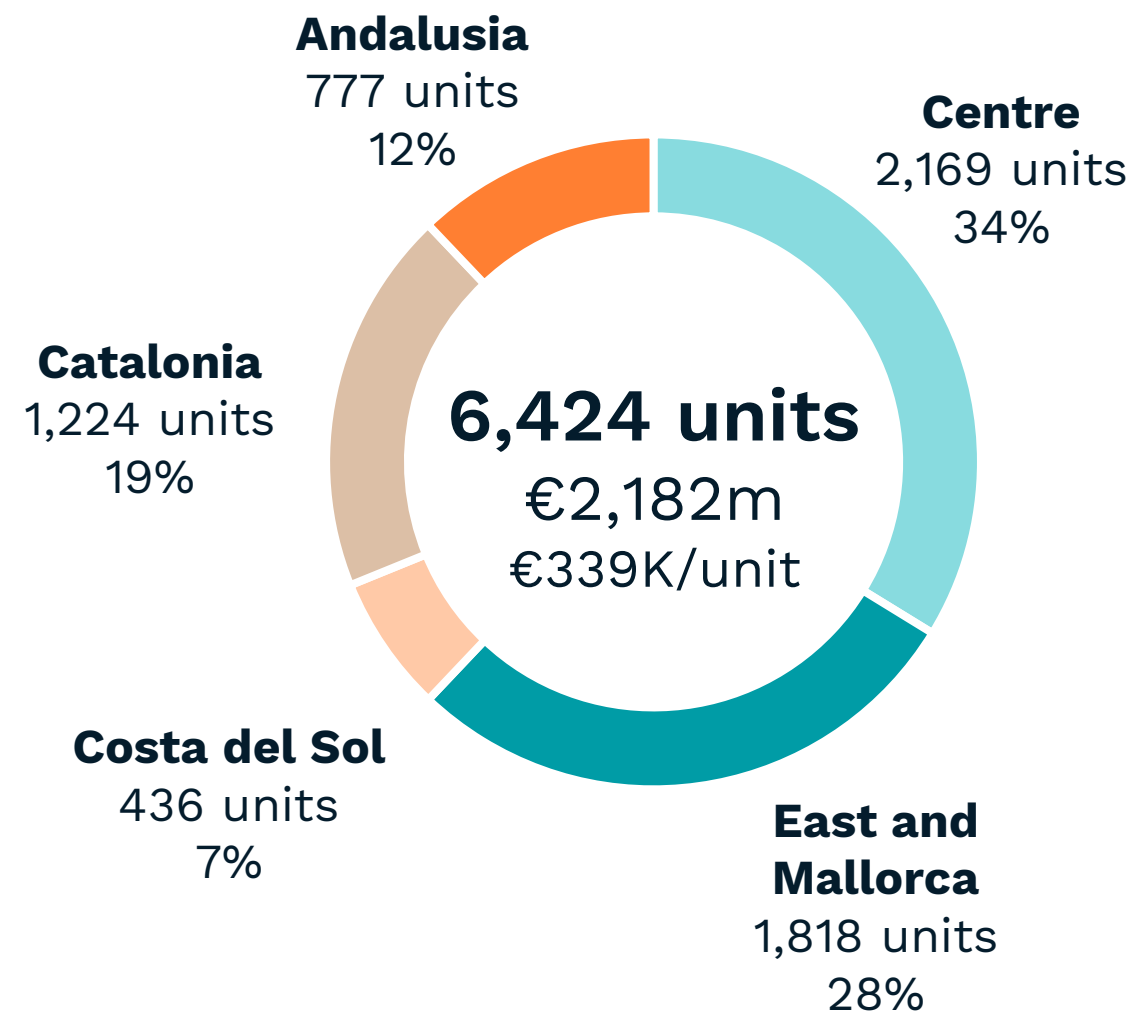
Building permits granted, pending construction start



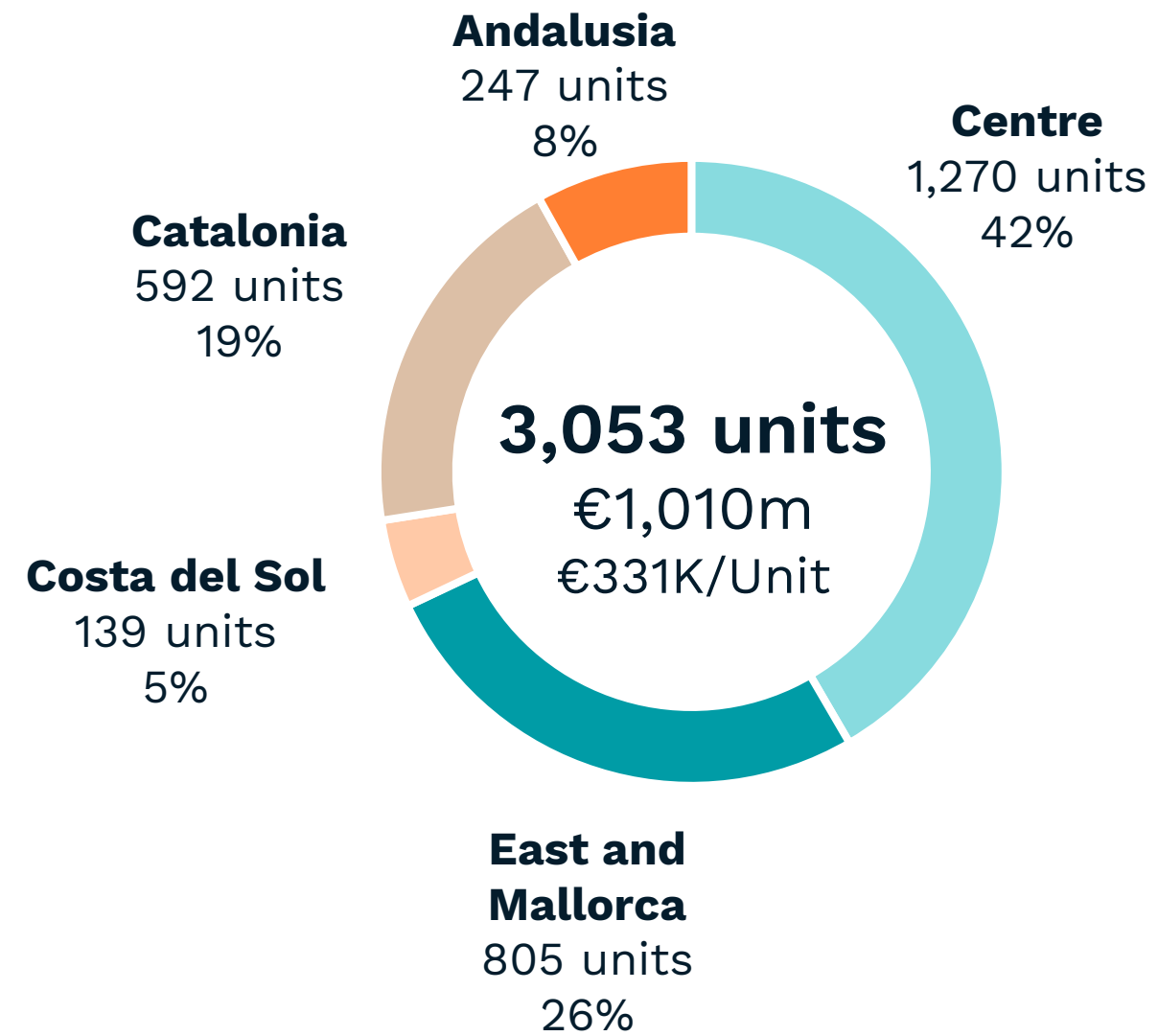
Regional Breakdown

As of 31 December 2020

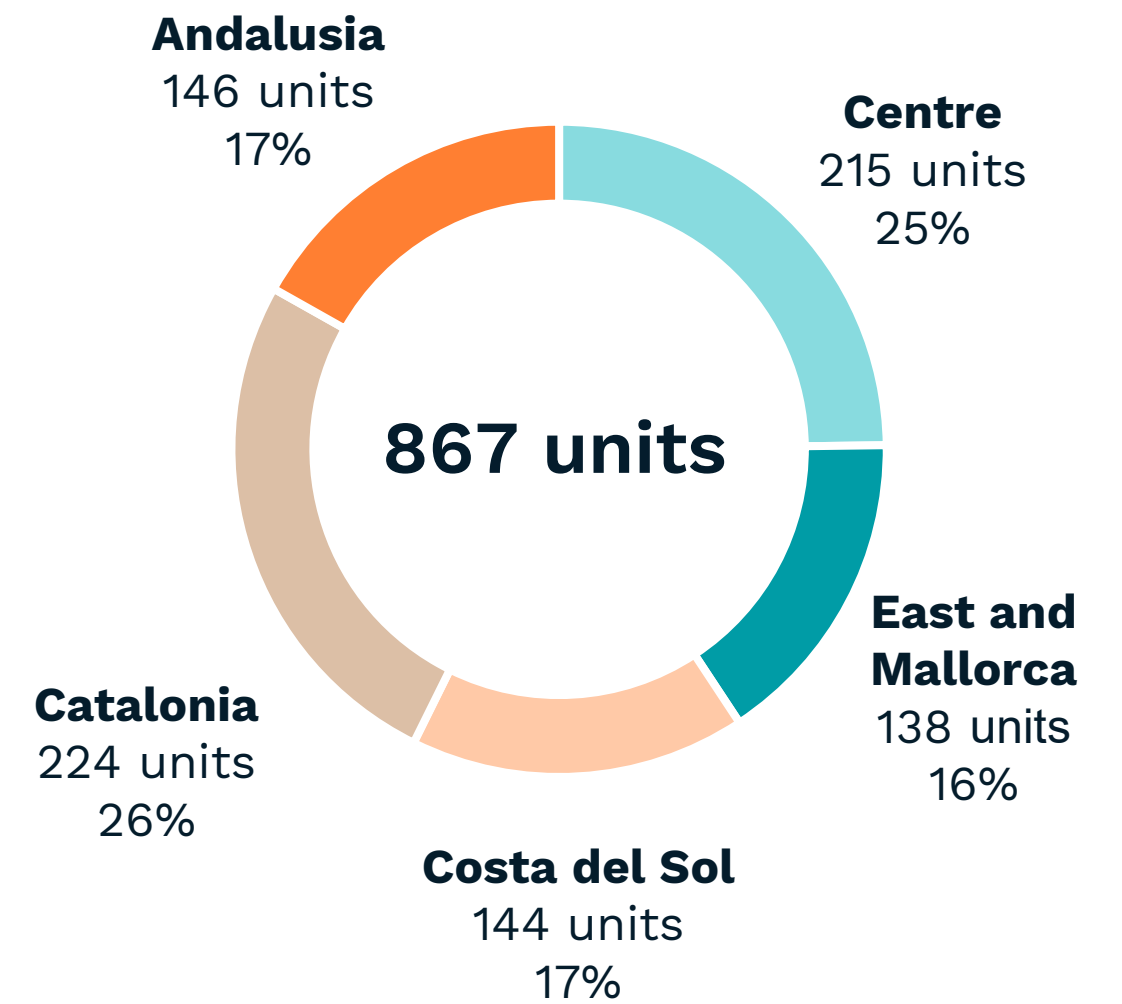
On the Market



Order Book

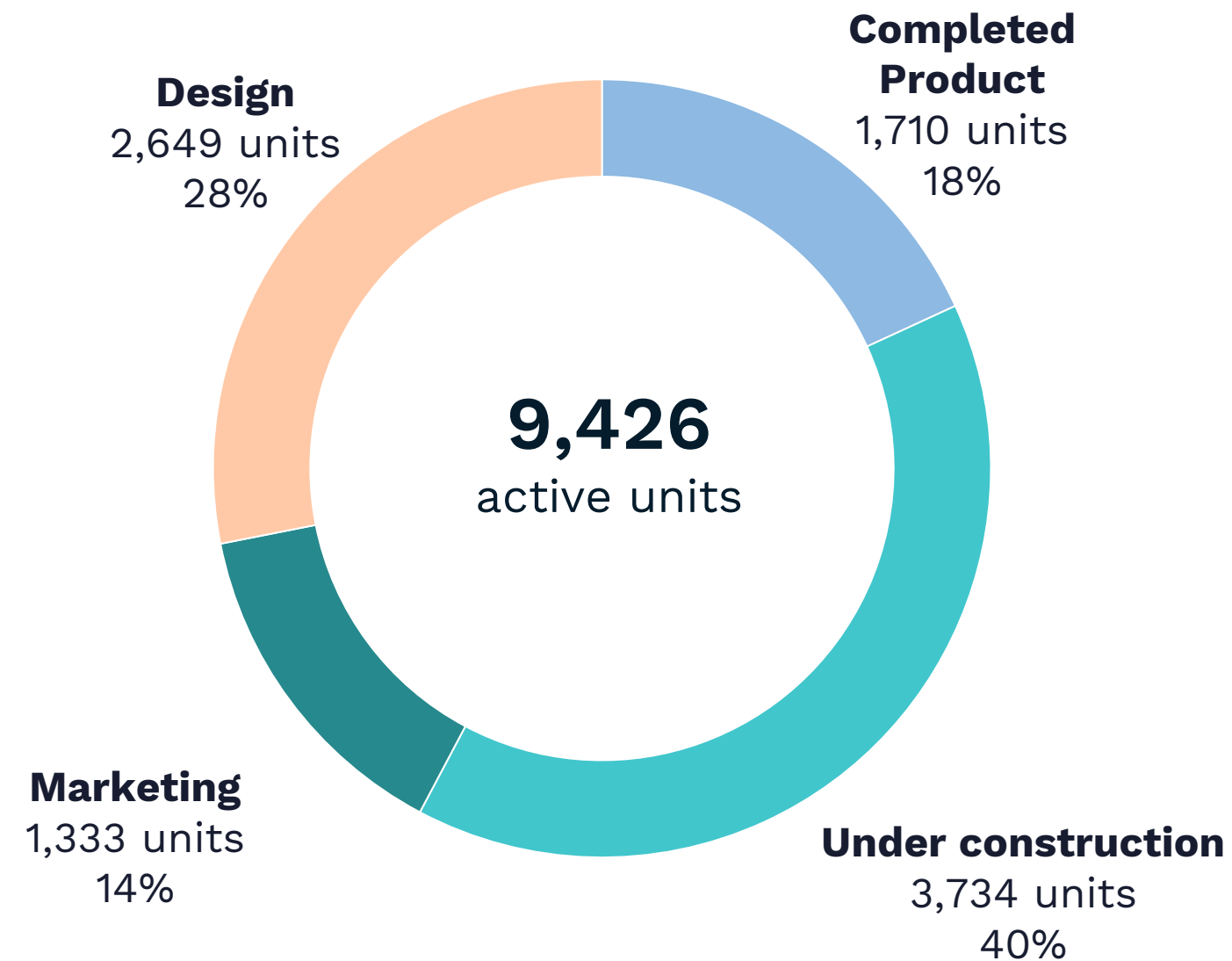


Permits Granted

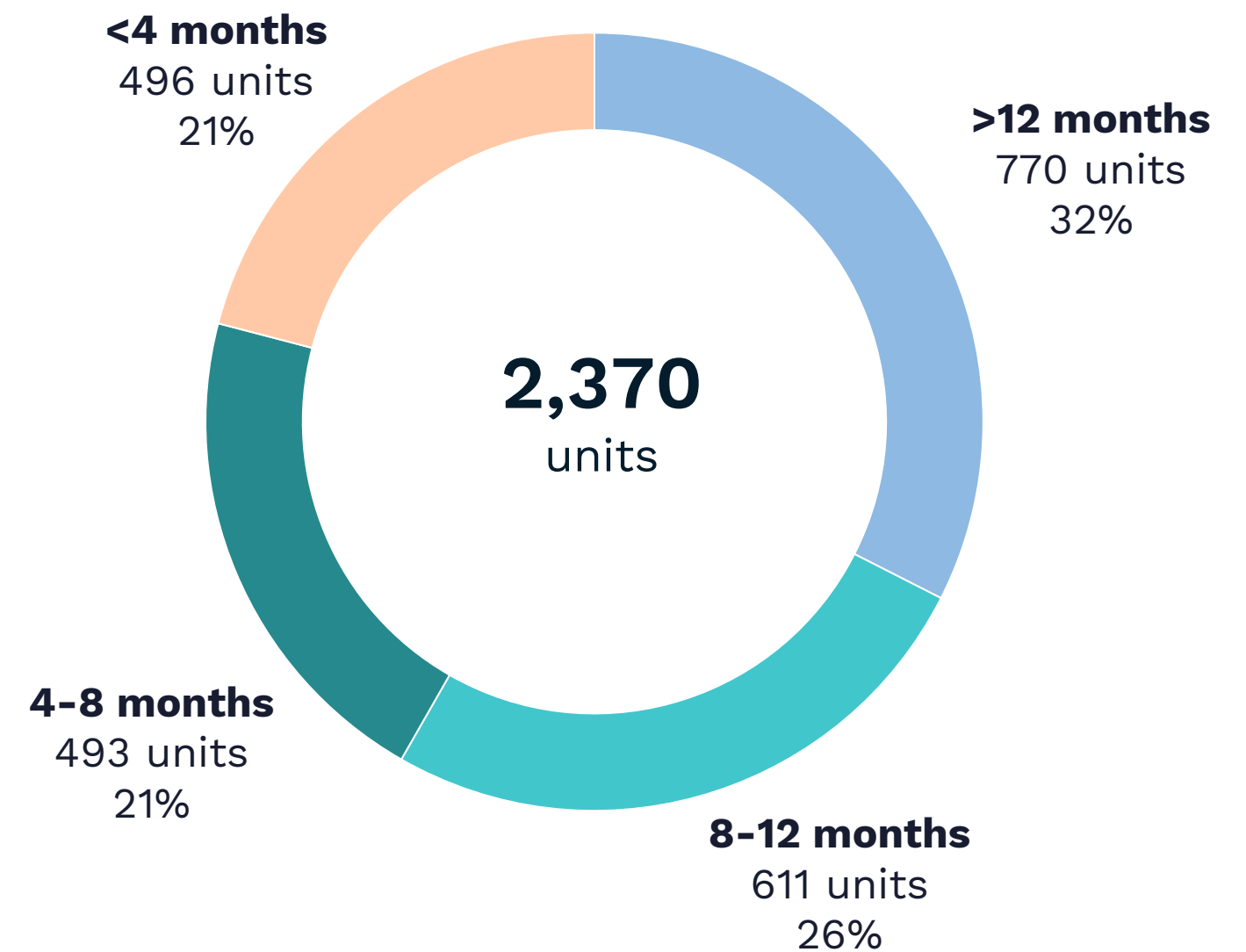


Active Units Breakdown and Permit Request Status

Active units¹



Permit Request Status



(1) Units are considered active from the moment they enter the design phase until they are delivered.

Actions taken since the State of Emergency was declared

Q3 2020-21 (October to December 2020)

Sales

- Net sales of 397 units (€132m)
- In Q3, the number of sales visits was up 39% over the same period in 2019

Operations

- 607 units delivered in Q3 (€210.9m)
- 51 developments under construction at the end of December 2020

Financial

- Treasury shares of the company at December 2020 close stood at 6.2%
- €20m amortisation of the Syndicated Loan (€130m in principal after amortisation)
- Signed 5 developer loans for €116m

Actions taken since the State of Emergency was declared

Q2 2020-21 (July to September 2020)

Sales

- Net sales of 396 units (€140m)
- Since 1st June, 33% increase in the number of sales visits vs same period in 2019

Operations

- Final Construction Certificates (FCC) in hand for 1,057 units for delivery in 2020-21
- 109 units delivered (€61.9m)
- 59 developments under construction at the end of September

Financial

- €150m Syndicated Facility extended
- Signed contract with MARF-ICO to issue state-guaranteed commercial paper
- Obtained BBB rating for state-guaranteed commercial paper issuances
- MARF: issued €15m in commercial paper at 16 months and €34m in state-guaranteed commercial paper at 24 months
- Signed 6 developer loans totalling €64m

Actions taken since the State of Emergency was declared

	March 2020	Q1 2020-21 (April to June 2020)
Sales	<ul style="list-style-type: none"> Offices closed as of 14 March 120 reservations converted to private contract 	<ul style="list-style-type: none"> 18% of customers requested deferment of monthly payments Sales offices reopened on 6 May; strong levels of customer interest Sales rebound, with 106 net sales in June 167 reservations converted to private contract in Q1 2020-21
Operations	<ul style="list-style-type: none"> Construction temporarily halted on 4 out of 71 construction sites 	<ul style="list-style-type: none"> Construction halted for a total of 8 scheduled workdays Building permits for 420 units granted Broke ground on 3 developments (211 units) 69 active construction sites as of end of June 2020
Financial	<ul style="list-style-type: none"> Capital preservation action plan put in place 2 developer loans for €21m signed 	<ul style="list-style-type: none"> 4 bilateral loans totalling €38m signed 4 developer loans totalling €47m signed MARF commercial paper programme renewed (€150m)

AEDASHOMES