

metrovacesa

# Results FY2019

Naos 21 (Vélez-Málaga)

February 28, 2020

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# Agenda

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  2. Business Update
  3. Financial Overview
  4. Perspectives
- Appendix

## Today's Presenters



Jorge Perez de Leza **CEO**



Borja Tejada **CFO**



Juan Carlos Calvo **IR**

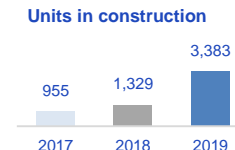
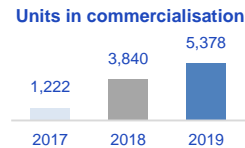
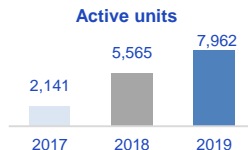
# 1. Highlights



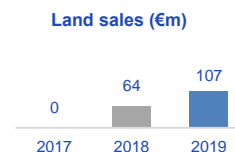
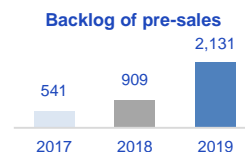
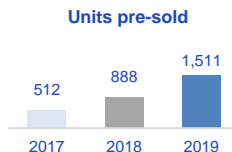
# Highlights



**Major progress in development activity volumes**



**Major progress in sales performance**



**Financial results**

- **Total revenues of €170m** in 2019, with residential deliveries of 289 units (**509 units including tail deliveries** in early 2020) and **land sales of €107m**
- **NAV of €17.60** per share at Dec.2019, almost stable YoY ex dividend
- Low debt ratio: 3% LTV



**Shareholder remuneration**

- A **dividend proposal of at least €70m**, to be decided in March. A yield of >5% at current prices
- **Share buyback of up to €50m**, operative since the start of 2020. Investment so far: €2.6m



**Guidance: €1.1-1.4bn FCF in 2020-2023**

- Target to generate **€1.1-1.4bn free cashflow in 2020-2023** and €150-200m in 2020
- Flexibility to combine various sources: residential development to sell, build-to-rent, land sales, commercial segment
- Reaffirmed commitment to distribute **>80% of FCF** to shareholders

# 2. Business update



# Key operational data as of December 31, 2019

Business		<b>7,962</b> active units <b>136</b> active developments	<b>€309k/unit</b> ASP <sup>(1)</sup>	<b>5,378</b> units and <b>92</b> developments under commercialization	Sales Backlog <sup>(2)</sup> <b>2,131</b> <b>€597m</b> Sold units <b>€280k/unit</b> ASP <sup>(1)</sup>
		<b>3,383</b> units under construction	<b>58</b> developments under construction		
		<b>289</b> units delivered in 2019 €249k/unit ASP <sup>(4)</sup>	<b>1,511</b> units sold in 2019 <sup>(3)</sup> €256k/unit ASP	<b>€106.8m</b> Land Sales	
		<b>6.0 million sqm</b> buildable area	<b>c.36,500</b> buildable units <sup>(5)</sup>	<b>81%</b> <sup>(6)</sup> Fully permitted	
	Financials		<b>€2.7Bn</b> GAV Dec. 19	<b>€17.90</b> per share NAV Dec. 19	<b>3%</b> LTV

Notes:

(1) Average Selling Price, not including future HPA

(2) Defined as cumulative pre-sales (reservations + contracts) minus deliveries

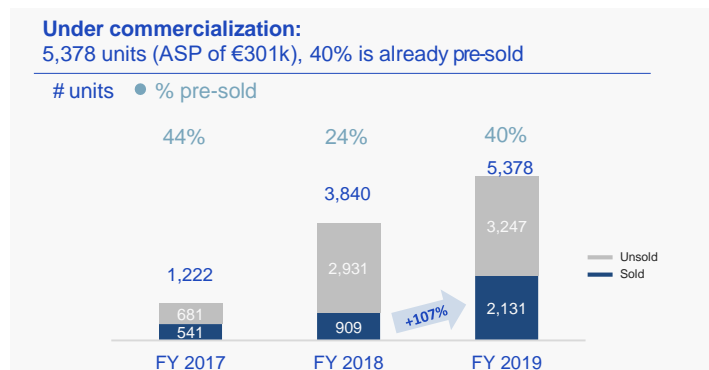
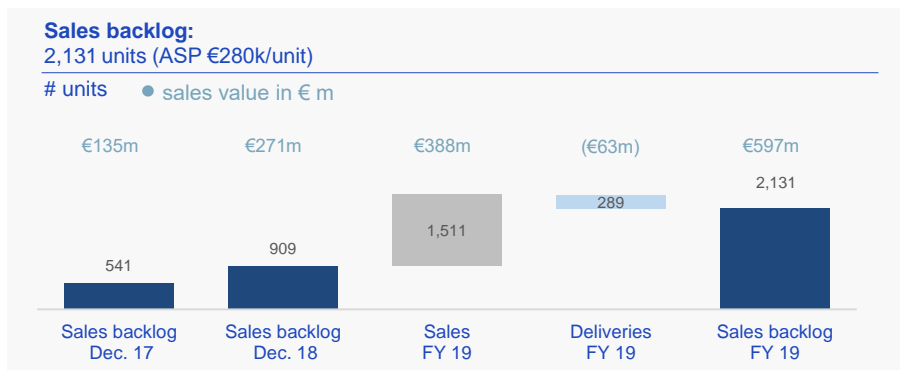
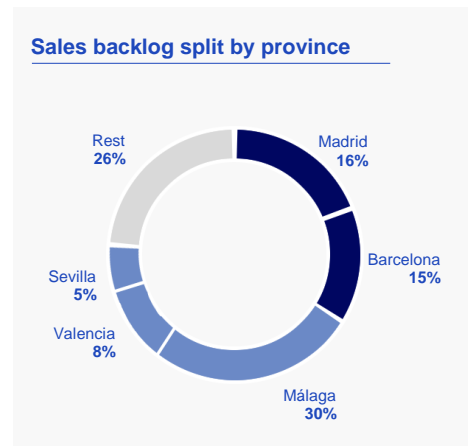
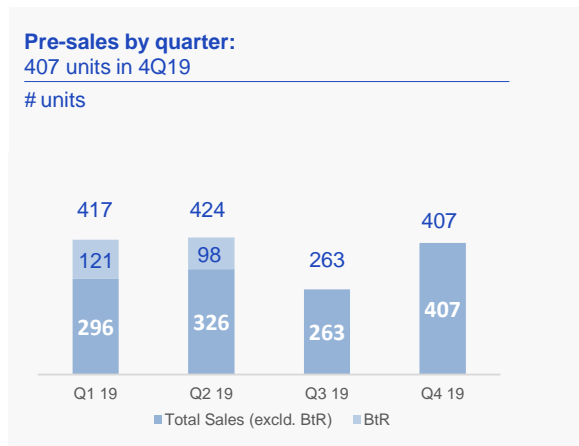
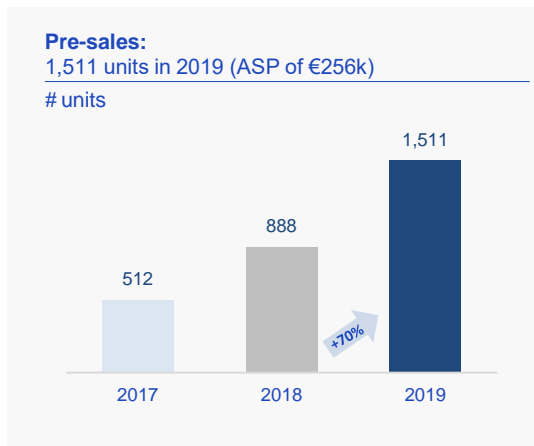
(3) Reservations + contracts signed in the period, net of cancellations

(4) Excluding some units sold as work-in-progress

(5) Estimated number of units may vary in time depending on the type of projects and maximum buildability

(6) Current percentage, calculated on Dec 2019 appraisal values

# Residential pre-sales: 1,511 units sold in 2019, backlog of 2,131 units



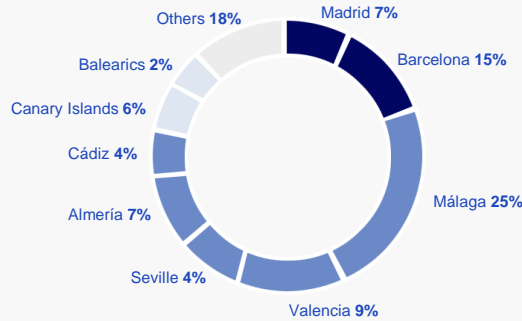
Note / Definitions: **Pre-sales:** number of reservations plus contracts signed in a period of time, net of cancellations; **Sales backlog:** balance of accumulated pre-sales minus deliveries at a certain date; **Units under commercialisation:** total number of units in projects under commercialisation, including sold and unsold units; **Active units:** units in projects launched internally, including projects already under commercialisation and projects in design phase (prior to commercialisation)



# Profile of MVC projects: details by location, selling price and buyer's profile

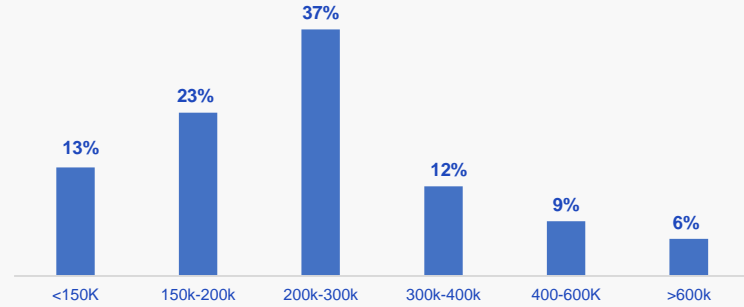
## Units under commercialisation: split by province

A diversified geographical mix with a major presence in key markets



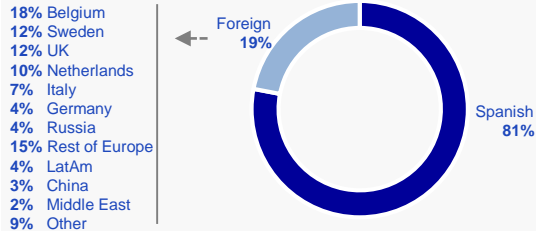
## Range of selling prices: €k per residential unit

Targeting a wide range of prices, with an ASP of €301k/unit in commercialisation



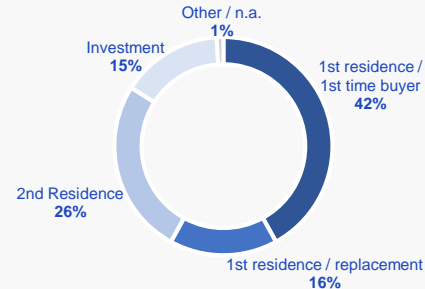
## MVC buyers' profile by nationality <sup>(1)</sup>

Majority of domestic buyers; foreign demand is quite dispersed



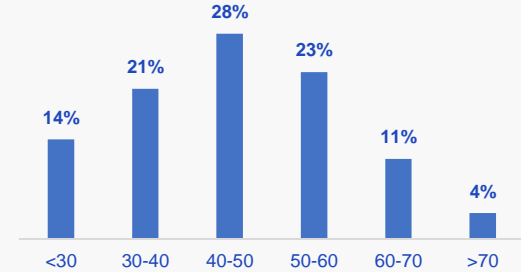
## MVC buyers' profile: motivation to buy <sup>(1)</sup>

Majority of first-residence buyers



## MVC buyers' profile by age group <sup>(1)</sup>

A diversified age profile



Notes

(1) Calculated as percentage of units in the sales backlog, excluding build-to-rent sales

# Residential active units: 7,962 as of December

## Active units Accum. Dec.2019 <sup>(1)</sup>

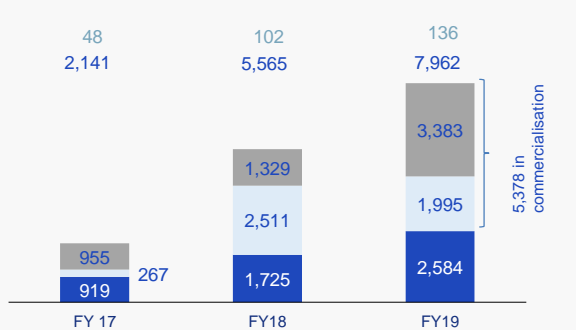


## Figures as of year-end 2019:

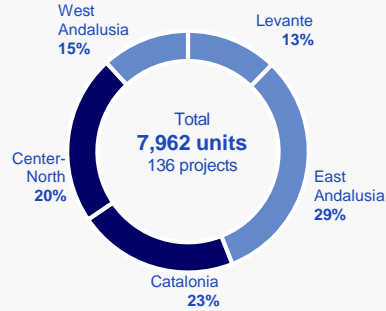
- Total **active units** reached **7,962** with an average selling price (ASP) of **€309k/unit**
- **136 active developments:**
  - 92 under commercialization (5,378 units)
  - 58 under construction (3,383 units)
- Launches: **2,686 units launched** in the year
  - 780 units launched in 4Q19

## 2019 Active Units by Status

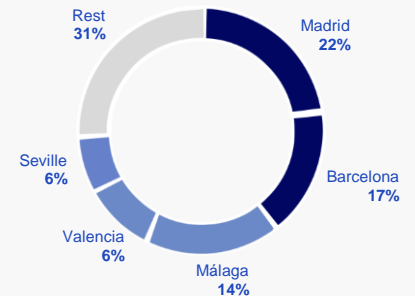
# units ● # of developments



## Active Units – Split by regional office <sup>(2)</sup>



## Active Units – Split by province



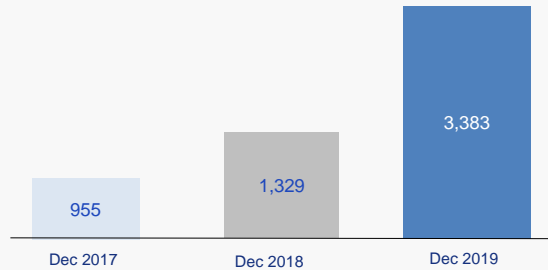
### Notes:

(1) Active units: units in projects launched internally, including projects already under commercialisation and projects in design phase (prior to commercialisation)

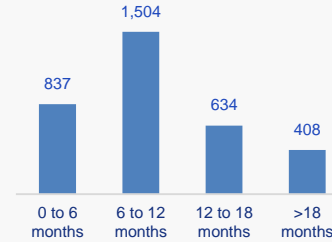
(2) Center-North: Madrid, Navarre, Galicia, Basque Country, Canary Islands and Castilla-Leon; Levante: Valencian Community, Murcia and Ibiza; Catalonia: Catalonia and Mallorca; West Andalusia: Cordoba, Seville, Huelva, Cadiz; East Andalusia: Costa del Sol and Almeria

# Construction & licenses in 2019

Units in construction (work in progress) (# units)

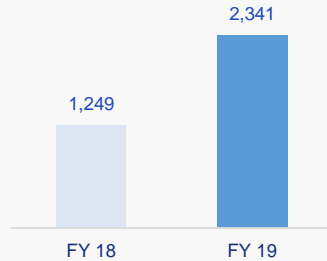


Degree of advance in construction works by months (#units)



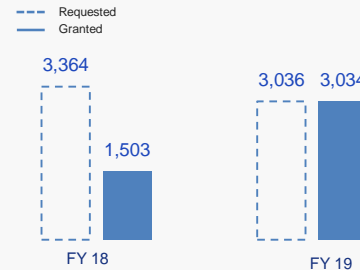
- 3,383 units (58 projects) are currently under construction
- Adding new starts in 2020 so far (529 units), we now have 3,912 units in construction
- Total volume of contracted works is €483m, signed with 26 construction companies
- Usual lead time is 18-24 months from construction start to delivery

Construction initiated (# units)



- 34 projects (2,341 units) initiated construction works in 2019

Building licenses granted & requested (# units)



- 3,034 units (48 projects) received building license during the year 2019, doubling the figure of 2018. In 4Q19: 768 units
- The average lead time to obtain license was 8 months
- 2,348 units are under licensing process now, with an average of 6 months into the process

# Deliveries in 2019

## 289 units in 2019 + tail of 220 units in early 2020

- A total of 509 units were pre-sold in projects with construction completed before the year end
  - 289 units were delivered in the year 2019
  - 220 units are being delivered in early 2020
- Lengthy notarisation process (new mortgage law) and the late receipt of some FOL (first occupation licences)
- Average selling price (ASP) of delivered units is €249k <sup>(1)</sup>, with a gross margin of 19%

## No real impact on fundamentals

- Late delivery has an impact on lower accounting revenues in 2019, but it is negligible on company financials or fundamentals
- No impact on the decision to distribute dividends, which is driven by the cashflow generation

**Tail deliveries are being completed in early 2020**



Vivaldi (Sagunto, Valencia)



Majestic Heights (Manilva, Málaga)

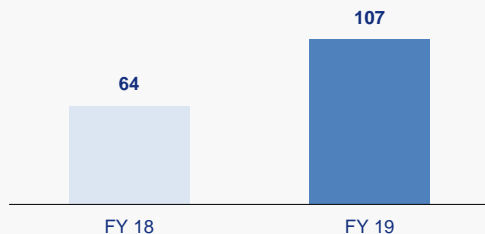
Projects completed in 2019	Province	Municipality	Total units pre-sold at YE2019	Delivered in 2019	Delivery in early 2020
Gaztelondo Berría I & II	Vizcaya	Bilbao	22	22	-
Puerta Mediterráneo	Castellón	Oropesa del Mar	15	15	-
Gregorio Marañón	Almería	Almería	12	12	-
Birdie & Falcon	Almería	Pulpí	27	26	1
Le Mirage I & II	Málaga	Estepona	72	52	20
Villas de Miramadrid	Madrid	Paracuellos	46	7	39
Villas de la Calderona	Valencia	Bétera	19	15	4
Res. Vivaldi	Valencia	Sagunto	21	20	1
Sunrise Heights	Málaga	Manilva	33	2	31
Mirador Guadarrama	Madrid	Collado Villalba	64	7	57
Majestic Heights	Málaga	Manilva	47	29	18
Mirador del Jalón	Valladolid	Valladolid	16	13	3
Hacienda 3,5,6	Valladolid	Aldeamayor	59	43	16
Momentum	Barcelona	Montornés	51	21	30
Others	-	-	5	5	-
<b>TOTAL</b>			<b>509</b>	<b>289</b>	<b>220</b>

Notes

(1) Excluding a few units sold as work-in-progress and historical stock, which are not fully comparable in terms of pricing

# Land sales: € 107m completed in 2019, above target

## Land sales (€m)



### Land sales in 2019: €106.8m in total

- Above the target of €100m and +67% higher than 2018
- **Capital gain of 11% on book value** and **2% above GAV** appraisal

### Commercial uses: 82% of sales

- **7 plots sold** in Madrid, Barcelona and Majorca, totalling 79,603 sqm

### Residential use: 18% of sales

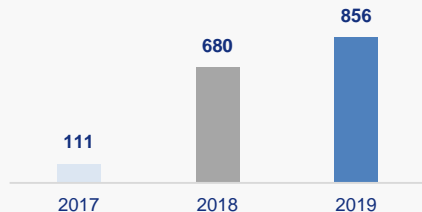
- **13 plots sold** in 9 different provinces, equivalent to 415 units.
- Profile of resi land sales: plots with lower appeal for our development business: small plots (avg €1.4m value) or less attractive locations (GAV per sqm in land sold is 25% below MVC's FP portfolio avg.)

	Location	Sale price (€m)	Buildable sqm	Resi. units #	Quarter	% over BV	% over GAV <sup>(1)</sup>
<b>Commercial land:</b>							
	Llacuna	Barcelona	9,960		Q1		
	Avda. Fdez. Marquez	Barcelona	11,778		Q1		
	Monteburgos 1.1	Madrid	18,884		Q2		
	Manoteras 14	Madrid	12,016		Q2		
	Las Tablas AU-17	Madrid	8,708		Q4		
	Valdelacasa (partial sale)	Madrid	13,048		Q4		
	Sector Levante 3.04	Palma Mallorca	5,209		Q4		
	<b>Total Commercial land</b>		<b>88.1</b>	<b>79,603</b>		<b>13%</b>	<b>2%</b>
<b>Residential land:</b>							
	Arrosadía A4 y A6	Pamplona	6,262	46	Q1		
	Soto Lezkairu L.38	Pamplona	5,419	45	Q2		
	Doctor Barraquer	Casteldefels, Barc	1,373	10	Q2		
	Sup T-10 parcela 3.1 C	Vélez-Málaga	481	4	Q2		
	Sagunto 10A	Valencia	2,350	21	Q3		
	C/Rutlla 87	Girona	989	10	Q3		
	Pozoalbero P.1	Jerez, Cádiz	320	2	Q3		
	Espartales Norte	Alcalá H, Madrid	5,900	50	Q4		
	Moreras 7.3	Valencia	5,541	56	Q4		
	Cesáreo Alierta	Zaragoza	17,674	135	Q4		
	C/Bilbao, 1	Tarrasa, Barcelona	2,814	32	Q4		
	Arroyo del Fresno	Madrid	221	2	Q4		
	Soto Lezkairu L.6.4 y L.48	Pamplona	995	2	Q4		
	<b>Total Residential land</b>		<b>18.7</b>	<b>50,339</b>	<b>415</b>	<b>5%</b>	<b>1%</b>
	<b>TOTAL</b>		<b>106.8</b>	<b>129,942</b>	<b>415</b>	<b>11%</b>	<b>2%</b>

# Land management: 81% of land bank is fully permitted

## Land converted into fully permitted (# units)

856 units converted last year <sup>(\*)</sup>; in total 1,647 units since the IPO



## Plots converted to fully permitted

Land plot	Location	Units #	Land Value m <sup>(1)</sup>
Santiago Cordero	Madrid	65	
Calderotas	Martorell, Barcelona	187	
AD20	Barberá del Vallés, Barcelona	118	
Sotogrande	Cádiz	47	
UER 17	Castellón	79	
Ramón Turró	Barcelona	104	
Arpo (*)	Pozuelo de Alarcón, Madrid	256	
<b>Total conversion to FP</b>		<b>856</b>	<b>68</b>

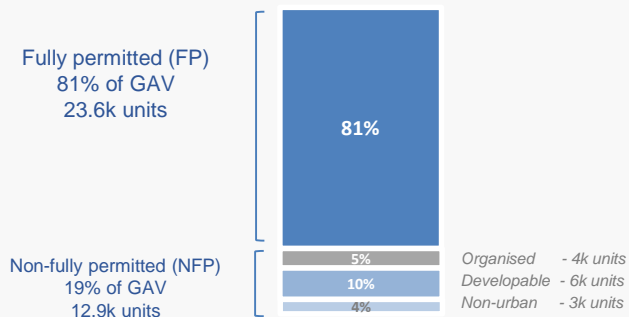
(\*) Arpo converted in January 2020

## Other milestones in 2019

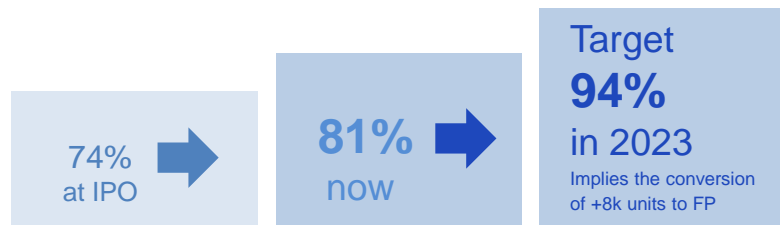
### From Developable to Organised (NFP):

- Agustín Lara (Valencia): 88 units
- Alcohola (Manresa/Barcelona): 76 units
- Castellar del Vallés (Barcelona): 50 units

## MVC land bank: c.36,500 units



## Evolution of Fully Permitted as % of total GAV



# Commercial assets: significant progress made in 2019

MVC targets to sell or develop its Commercial portfolio within the next four years

## Land sales

### Advancing on land sales in 2019

- €88.1m land sales from the Commercial portfolio in 2019, 82% of the total land sales of the year
- Sold at a 2% premium on GAV appraisal

## Joint-ventures

### Construction started in the Puerto Somport project (JV with Tishman Speyer)

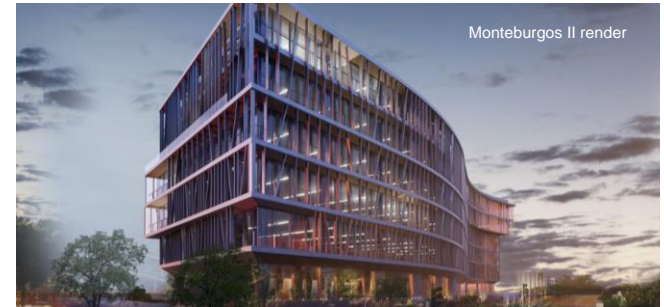
- Kick-off of the Puerto Somport project (Monteburgos I), a JV between Tishman Speyer and MVC (76%/24%), for a total 56,652 sqm office complex in Madrid Las Tablas
- Pre-letting already in commercialization
- Phase I already in construction with 19,000 sqm, to be completed in 2021. Phase II to start construction by mid-2021, and phase III by mid-2022

[Link to video - Puerto Somport project](#)

## Turnkey projects

### Turnkey office project signed in 4Q19

- Turnkey agreement signed with Catalana Occidente (Monteburgos II)
- A 11,250 sqm office building in Madrid Las Tablas, to be delivered in 2022



**33% of the Commercial IPO GAV has been de-risked already with sales, turnkeys and JVs**

# 3. Financial Overview





# Financial Accounts: highlights



Residencial Cornes (Santiago de Compostela)



Pórtico Simón Verde (Sevilla)

## Profit & Loss FY 2019

Total revenues: **€170m**

Residential deliveries:  
**€63m**

- 289 units
- Gross margin: 19%

Land Sales:  
**€107m**

- 82% comercial / 18% residential
- Gross margin: 11%

EBIT: **€2.6m**

Pre-tax profit: **€(2.4)m**

Net Profit: **€(4.5)m**

## Proforma P&L <sup>(1)</sup>

Total revenues: **€218m**

Residential deliveries:  
**€111m**

EBIT: **€8.0m**

## Financial situation

LTV ratio: **3%**

Net debt: **€78m**

Cash: **€140m**

- €72m unrestricted
- €67m advances from clients not considered for net debt


NAV: **€17.90/sh**

### Notes:

(1) Pro-forma figures including tail deliveries in early 2020

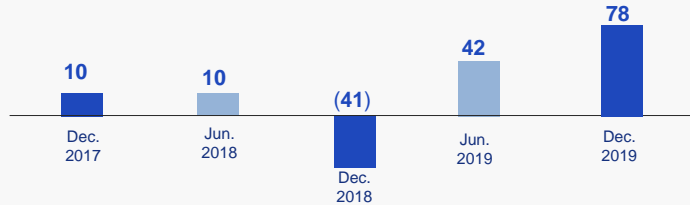
# Free Cash Flow for shareholders

Free Cash Flow available for shareholders: a simplified definition consistent with our FCF guidance

	Year 2019 (€ m)		 Comments
+ EBITDA	(9,9)		
+ Book value of land sold	94.9	→	• Cash recovered from land sales, not included in Ebitda
+ Book value of land in residential deliveries	22.3	→	• Generally, 18% to 22% of the unit sales price going forward, although it was a higher percentage in 2019. • Assumes that there is no need to replenish the land bank
- Financial expenses paid	(5.4)		
- Corporate taxes paid	(3.1)		
- Contractual repayment of corporate debt	(24.6)	→	• Based on the corporate loan agreement, 15% of land revenues will be used to anticipate repayment of this loan (25% before Nov. 2019)
- Other working capital changes	(31.2)	→	• Includes €22.2m in deferred collection of land revenues, to be collected in 2020
<b>= Adjusted Free Cash Flow</b>	<b>43.5</b>	→	• Free cashflow available for shareholders
+ Pro-forma CF from tail deliveries	31.1		• It is before capex in construction WIP or capex in land urbanization, which are financed with other sources: clients' advances and developer loans (non-recourse), or the undrawn corporate loan, respectively
<b>= Pro-forma Adj. Free Cash Flow</b>	<b>74.6</b>	→	

# Net Debt: LTV ratio of 3%

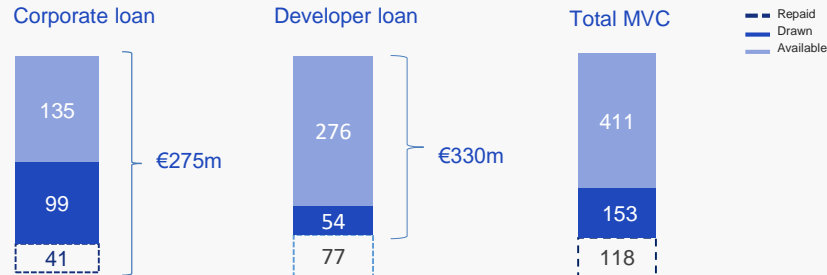
## Net debt (net cash) evolution (€m)



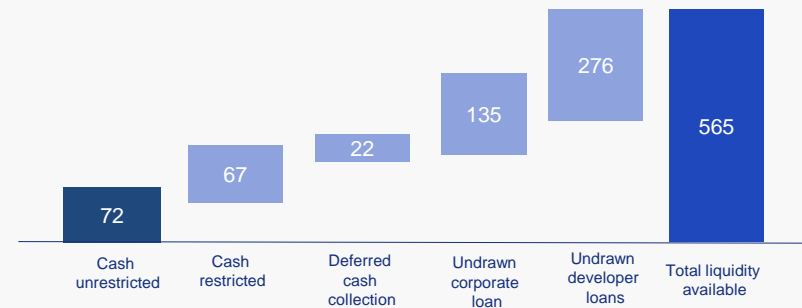
## Key considerations

- **Net debt of €78m**
  - Increase in net debt during the year, driven by construction capex
  - LTV ratio of 3%
- **Gross debt of €153m**
  - **Corporate financing** of €99m drawn after repayment of €41m, following the sale of land plots. A balance of €135m is still undrawn and available
  - **Developer loan balance** of €54m and €276m available. An additional +€330m developer loans pre-arranged for new projects

## Sources of financing (€m)

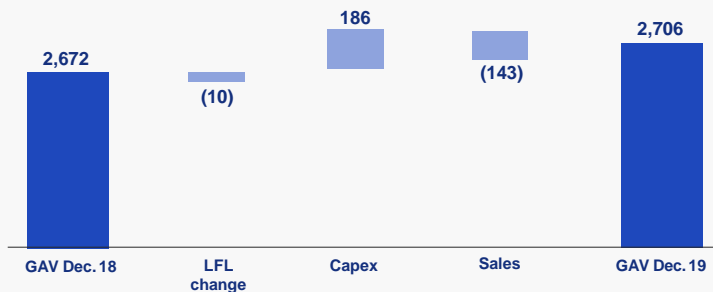


## Total liquidity available: €565m with undrawn loans

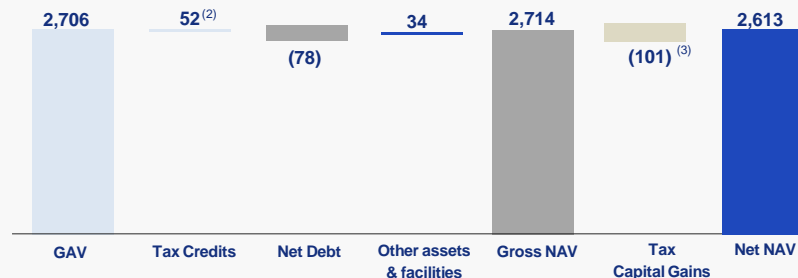


# Appraisal values at Dec 2019: GAV of €2,706m and NAV of €17.90/sh

## GAV evolution (€m) <sup>(1)</sup>



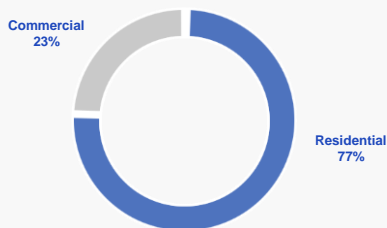
## GAV to NNAV Bridge (€m)



## Valuation details

	€/sqm Dec.19	% LFL change	GAV/ GDV <sup>(5)</sup>
Residential fully-permitted	576	-1,4%	27%
Tier1 FP	824	2,0%	32%
Tier2 FP	508	-3,8%	25%
Tier3 FP	387	-2,7%	22%
Residential NFP	261	1,9%	13%
<b>Total Residential</b>	<b>450</b>	<b>-0,6%</b>	<b>22%</b>
<b>Commercial use <sup>(4)</sup></b>	<b>479</b>	<b>0,2%</b>	<b>26%</b>
<b>TOTAL MVC</b>	<b>457</b>	<b>-0,4%</b>	<b>23%</b>

## GAV by use



## NAV and NNAV per share (€)

	2018	2019	% YoY
NAV per share	18.10 *	17.90	-1%
NNAV per share	17.40 *	17,24	-1%

\* Ex dividend paid

Appraisal values broadly stable in 2019

### Notes

(1) Valuation carried out by Savills Aguirre Newman and CBRE as of December 2019 and 2018, according to RICS Valuation Global Standards regulations ("Red Book"), based on fair value and not adjusted by the equity accounted method

(2) 25% of tax credits (€170.2m) and tax los carry forwards (€38.8m), according to Note 15 of Annual Accounts

(3) Equivalent to 25% of latent capital gains

(4) Madrid and Barcelona have a GAV €/sqm of 1,438 and 969, respectively

(5) Gross Development Value (GDV) refers to the current market value of a finished asset

# 4. Perspectives



# Adapting to the changing context

## MVC's strategic priorities

- Create a leading residential development platform
- Generate value through land management
- Reduce asset base to improve returns
- Plan to sell the commercial portfolio, with a case-by-case approach
- Focus on free cashflow generation

Remain unchanged since IPO

## Recent changes in market dynamics

- Longer lead times for residential projects: licences, construction, new mortgage law, etc.
- Some capacity constraints in the construction sector
- Softer residential demand from individuals in recent quarters
- Moderation in HPA trends

- + Emergence of institutional buyers (BtR)
- + Improved interest on NFP land
- + Continued strong demand in the Commercial segment

Mixed changes since IPO

## Adapting to the context

- **Lower volumes:**  
in the near term,  
conservative on new  
launches and assuming  
longer selling periods
- Greater focus on  
**institutional buyers**  
(Build-to-Rent)
- **Accelerate land sales,**  
both Commercial and  
Residential

Preserving MVC's strong cashflow profile

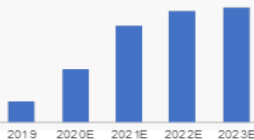
# Outlook for 2020-2023: FCF generation of €1.1bn to €1.4bn

## FCF target <sup>(1)</sup>

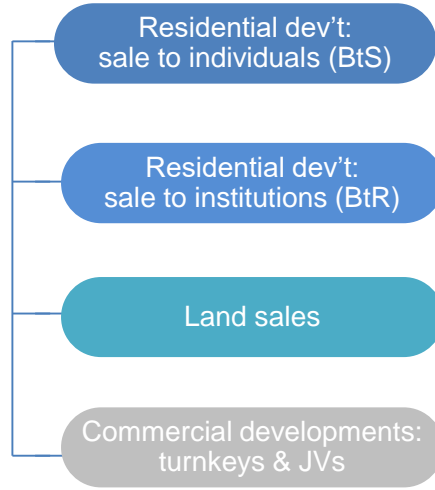
Range for 2020-2023:  
€1.1bn to €1.4bn

Range for 2020:  
€150 to 200m

### Approx FCF yearly profile



## A combination of various sources of cashflow



MVC will use its flexibility to combine different tools to maximise cashflow

## Visibility and progress

Active units in Residential	x	ASP (€/unit)	=	Potential revenues	→	FCF conversion
8k at YE19 +2-3k launches in 2020 To feed deliveries through 2023		c.€300k/unit in commerc.		Above €2.4bn		30%-40% conversion rate

### Visibility in residential developments:

- 3,912 units in construction (at Feb'20) plus 2,348 units with license requested
- 5,378 units in commercialisation and 2,131 units already presold in backlog (including 2019 in BtR)

Land sales	→	FCF conversion	+	Commercial deliveries	→	FCF conversion
c.€600m identified 2/3 commercial 1/3 residential		c.80% conversion rate		• JV with Tishman already in construction  • A turnkey office project signed for Catalana Occ.		c.30% conversion rate

**A compelling profile of cashflow generation and dividend distribution**

### Notes:

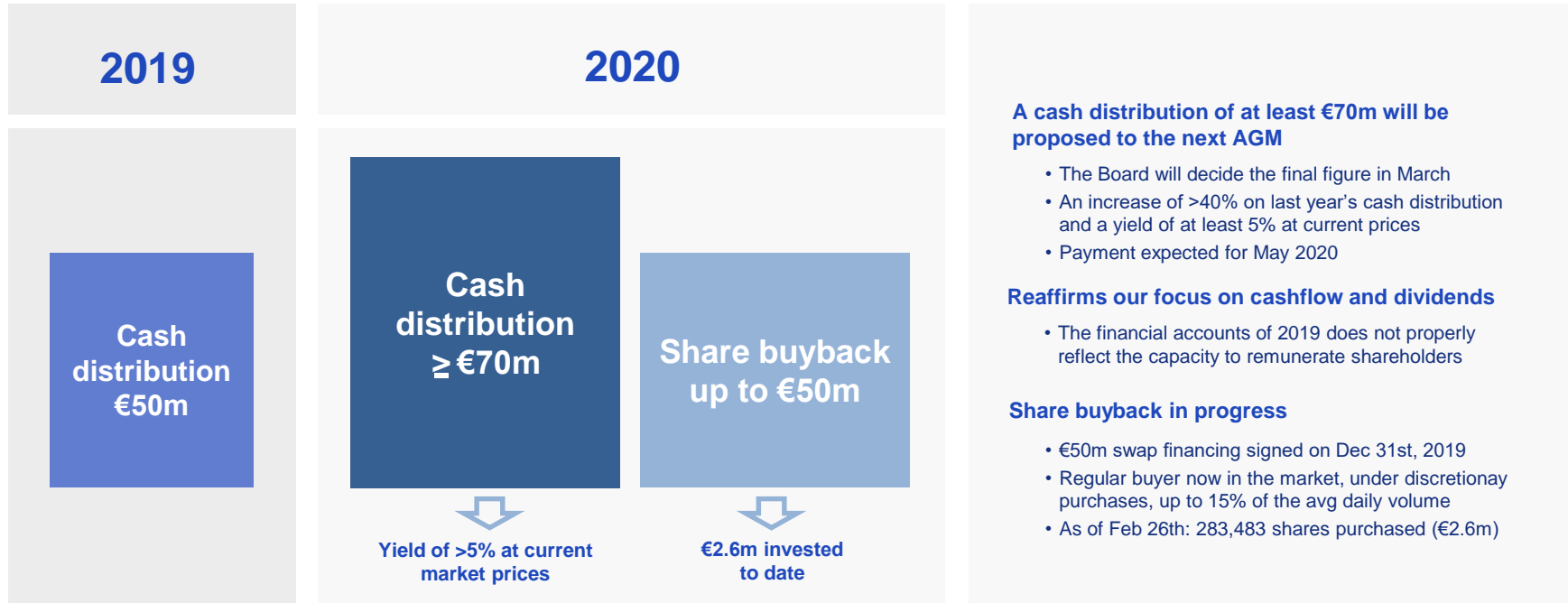
- (1) FCF defined AFTER overheads, financial expenses corporate taxes, and required repayment of corporate debt. And BEFORE construction capex in WIP and capex in land urbanisation.  
 (2) Under the prevailing terms of the corporate loan, 15% of proceeds from land sales must be used to anticipate the repayment of this debt.

# MVC's value proposition





# Shareholder remuneration



Shareholder remuneration is rising substantially this year

# Appendix



Financial accounts FY2019

Other data

# Profit and Loss Account

## Summary P&L <sup>(1)</sup>

(€m)	2018	2019	2019 Pro-forma <sup>(3)</sup>
<b>A</b> Revenues	200.9	170.1	218.0
Residential Development	109.5	63.2	111.1
Land Sales	63.5	106.9	106.9
Commercial Development	27.9	-	-
COGS	(165.7)	(146.1)	(186.7)
COGs Developments	(105.9)	(51.5)	(92.0)
COGs Land Sales	(58.7)	(94.9)	(94.9)
Others	(1.4)	0.3	0.3
<b>B Gross Profit</b>	<b>35.2</b>	<b>24.0</b>	<b>31.3</b>
<b>% Gross Margin</b>	<b>18%</b>	<b>14%</b>	<b>14%</b>
Commercial Cost	(7.4)	(11.3)	(13.2)
<b>C Wages &amp; Salaries</b>	<b>(13.4)</b>	<b>(15.0)</b>	<b>(15.0)</b>
Overheads	(8.8)	(7.6)	(7.6)
<b>EBITDA</b>	<b>5.6</b>	<b>(9.9)</b>	<b>(4.6)</b>
<b>D (Impairment)/revaluation/ depreciation</b>	<b>0.2</b>	<b>12.6</b>	<b>12.6</b>
<b>EBIT</b>	<b>5.4</b>	<b>2.6</b>	<b>8.0</b>
<b>% EBIT margin</b>	<b>3%</b>	<b>2%</b>	<b>4%</b>
Net financial results	(4.9)	(4.8)	
Others	0.0	(0.2)	
EBT	0.4	(2.4)	
<b>E Income Tax</b>	<b>(9.5)</b>	<b>(2.1)</b>	
<b>Net Income</b>	<b>(9.1)</b>	<b>(4.5)</b>	



## Key considerations

### A Total revenues of €170m

- Residential revenues of €63.2m
- Land sales of €106.9m, of which €10.3m from investment properties <sup>(2)</sup>

### B Gross margin of €24m

- 19% margin in residential development
- 11% margin in land sales

### C Operating expenses rising with the increase in activity

- 189 full-time employees at the end of the period

### D Net impact from the asset appraisal; €12.9m

- Change in fair value of real estate investments: €0.9m
- Net reversal of provisions: €12m

**E Income tax expense of €2.1m.** Advanced tax related to the reversal of impairment provisions, as per art. 11.6 of the Corporate Law, a temporary effect.

#### Notes

(1) Audited financial statements

(2) According to IFRS, the sale of investment properties are recognized by the difference between the sale price and the book value

(3) Pro-forma including tail deliveries in early 2020

# Balance Sheet

## Summary Balance Sheet <sup>(1)</sup>

	(€m)	Dec. 2018	Dec. 2019
<b>A</b>	Investment property <sup>(2)</sup>	340.1	334.1
<b>B</b>	Other non- current assets	236.8	254.0
	<b>Total non-current assets</b>	<b>576.9</b>	<b>588.1</b>
<b>A</b>	Inventory	1,840.7	1,902.3
	Land	1,456.8	1,215.5
	WIP & finished product	383.9	686.8
<b>C</b>	Cash	147.0	139.7
<b>D</b>	Other current assets	29.3	48.2
	<b>Total current assets</b>	<b>2,016.9</b>	<b>2,090.2</b>
	<b>Total Assets</b>	<b>2,593.8</b>	<b>2,678.4</b>
	Provisions	10.1	10.1
<b>E</b>	Bank debt	68.1	95.0
	Other non-current liabilities	15.2	23.4
	<b>Total non-current liabilities</b>	<b>93.4</b>	<b>128.4</b>
	Provisions	13.8	19.0
<b>E</b>	Bank debt	13.0	53.5
	Other current liabilities	80.5	136.6
	<b>Total current liabilities</b>	<b>107.3</b>	<b>209.1</b>
<b>F</b>	Equity	2,393.1	2,340.8
	<b>Total Equity and Liabilities</b>	<b>2,593.8</b>	<b>2,678.4</b>



## Key considerations

**A Book value of real estate assets** (inventory + investment property): €2.23bn

- External appraisal value of €2.7bn implies a GAV to BV ratio of 1.16x
- €302.9m of increase in works in progress (WIP) plus finished product

**B Other non-current assets includes:**

- Investment in associates (€61.1m), notably the JV with Endesa and the JV with Tishman Speyer
- Deferred tax assets (€95.6m) and loans to participated companies (€88.3m)

**C Total cash of €139.7m**, of which €72.3m is available and €67.4m is restricted

**D Increase in receivables** related to deferred collection of land sales (€22m)

**E Corporate loan €95m** outstanding, net of arrangement fees

Developer loan €53.5m outstanding

**F Reduction in shareholders' funds** following cash distribution of €50m

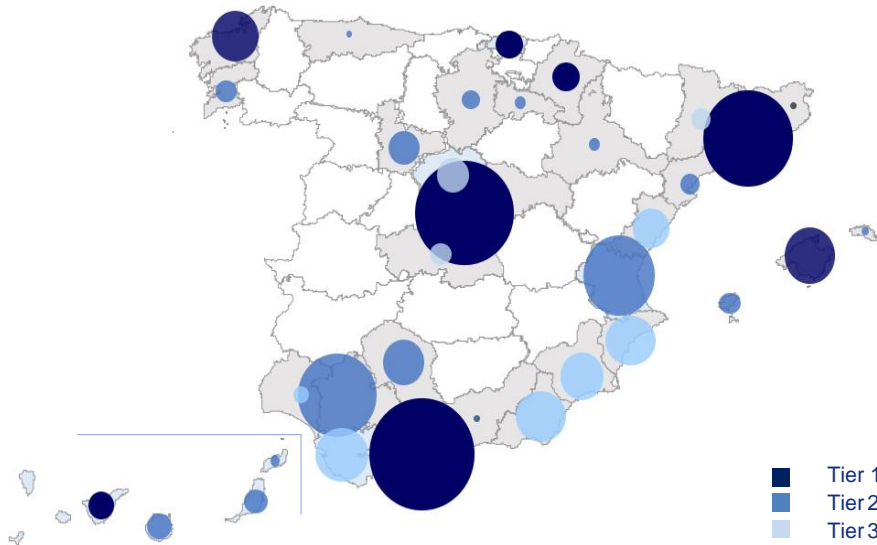
### Notes

(1) Audited financial statements

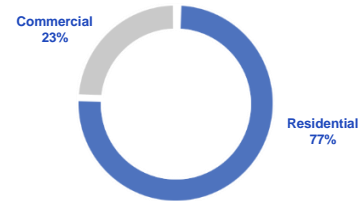
(2) Booked at fair market value (IFRS)

# Geographical exposure: presence in the most dynamic locations

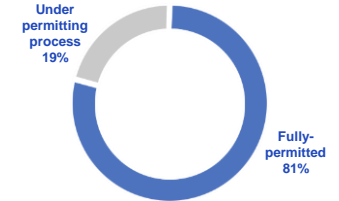
## Distribution by province according to tier <sup>(1)</sup>



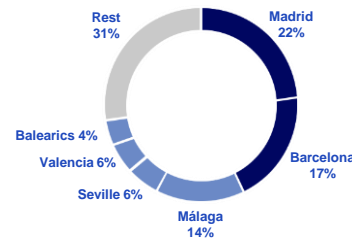
### GAV by use



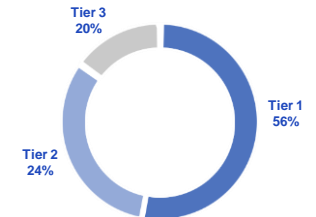
### GAV by land permitting



### GAV by province



### GAV by location tiers <sup>(1)</sup>



GAV in € m	Residential	Commercial	TOTAL
Fully permitted <sup>(2)</sup>	1,595 77%	592 94%	2,188 81%
Non fully-permitted	481 23%	39 6%	519 19%
<b>TOTAL MVC</b>	<b>2,076 100%</b>	<b>631 100%</b>	<b>2,706 100%</b>

#### Notes:

(1) MVC's internal classification by Tiers based on several economic, demographic and market metrics. In provinces with municipalities with different tiers, classification by province is weighted according to GAV

(2) Fully permitted land defined as land with both urbanization and rezoning plans approved

# Some projects examples to be completed in 2020

Balcón de Europa (Arganda Rey, Madrid)



Ópera Residencial (Sagunto, Valencia)



Serenity Views (Estepona, Málaga)



Impira (Lleida)



- 121 unit complex (80 units sold to institutional investor for BtR in 2019)
- Located close to University Hospital del Sureste, 20 min to Madrid by car
- Swimming pool and green common areas



- 2 towers of 27 units each, with 2,3 and 4 bedrooms
- 61 parking spots and 54 storage rooms
- Located 15 min walk from Puerto Sagunto beach



- 66 units close to Estepona beach, the majority with balconies with views to the ocean
- Area of urban expansion to the west of the town of Estepona
- Swimming pool and green common areas



- 2 phases of 99 units. 1st phase for 33 units, with 44 parking spots and 34 store rooms
- 3 and 4 bedroom apartments
- Located in front of Parc del Aigua de Lleida, development expansion area

# Data series: evolution of key operating data

# Units	FY 2017	FY 2018	FY 2019	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19
Pre-sales in the period	512	888	1,511	88	157	238	405	417	424	263	407
Backlog of presales (units)	541	909	2,131	593	675	931	909	1,312	1,718	1,882	2,131
Backlog of presales (€ m)	135	271	597	149	178	250	271	377	487	533	597
Active projects (# projects)	48	102	136	62	86	92	102	105	121	121	136
Active units total	2,141	5,565	7,962	2,959	4,546	4,912	5,565	5,834	7,436	7,340	7,962
Units in commercialisation	1,222	3,840	5,378	1,422	2,314	3,137	3,840	4,625	4,899	5,168	5,378
Units in construction	955	1,329	3,383	1,003	1,192	1,200	1,329	1,902	2,803	3,388	3,383
Units launched in the period	2,141	3,944	2,686	855	1,662	438	989	283	1,620	3	780
Deliveries in the period	110	520	289	36	75	73	336	14	18	99	158

Note / Definitions: Pre-sales: number of reservations plus contracts signed in a period of time, net of cancellations; Sales backlog: balance of accumulated pre-sales minus deliveries at a certain date; Units under commercialisation: total number of units in projects under commercialisation, including sold and unsold units; Active units: units in projects launched internally, including projects already under commercialisation and projects in design phase (prior to commercialisation)



# Q&A

Serenity Views & Serenity Collection (Estepona, Málaga)