



COMISIÓN NACIONAL DEL MERCADO DE VALORES

De conformidad con lo previsto en los artículos 17 del Reglamento (UE) 596/2014, del Parlamento Europeo y del Consejo, de 16 de abril, sobre abuso de mercado, y 226 del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, Árima Real Estate SOCIMI, S.A. (en adelante, "Árima" o la "Sociedad") comunica la siguiente

INFORMACIÓN PRIVILEGIADA

Árima remite a la CNMV sus Estados Financieros Consolidados e Informe de Resultados correspondientes al ejercicio 2018.

Se adjuntan a continuación Informe de Resultados y nota de prensa.

Madrid, 18 de febrero de 2019

D. Luis Alfonso López de Herrera-Oria Consejero Delegado Árima Real Estate



ÁRIMA FY2018 RESULTS PRESENTATION

.

> DELIVERING ON IPO PLANS



On track to implement value-added investment strategy

> INVESTMENT ACTIVITY



> INVESTMENT ACTIVITY

STRONG INVESTMENT ACTIVITY SINCE IPO...

- → Strategic deployment of equity proceeds raised (#2 most active player in the Madrid office market)¹
- → €108m total investment (€94m total acquisition price, acquisition cost and an estimated capex plan of €12m) vs. €97m net proceeds from IPO
- → Bridge loan amounting to €30m recently signed and advanced negotiations with financial entities for further financing

...BUILDING A HIGH QUALITY PORTFOLIO WITH SIGNIFICANT UPSIDE POTENTIAL...

- → Properties following **different value-add strategies** (refurbishment, lease-up and re-leasing, ownership consolidation)
- → Diversified portfolio located in **CBD** and established business areas in Madrid

...DEMONSTRATING OUR VALUE CREATION CAPABILITIES...

- → Ability to buy at attractive €/sqm: average acquisition price c.19% below market comparables² and +8.7% valuation growth on acquisition price in 2 months
- ightarrow 6.7% yield on cost³ vs 3.5% Madrid prime office yield⁴
- → EPRA NAV⁵ increased from €9.7 p.s. from IPO to €10.13 p.s. as of 31st January 2019

... COUPLED WITH AN ATTRACTIVE PIPELINE OF OPPORTUNITIES PENDING TO BE EXECUTED

→ €1.5 bn of identified projects currently in our pipeline

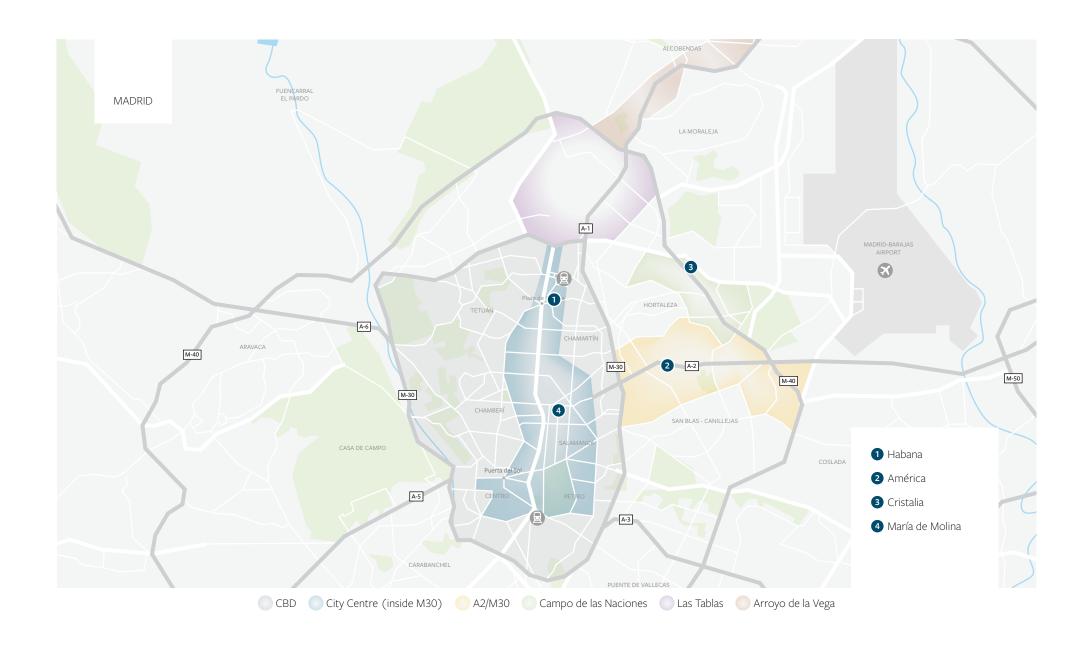


> PROPERTY OVERVIEW



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> PROPERTY OVERVIEW ASSET MAP

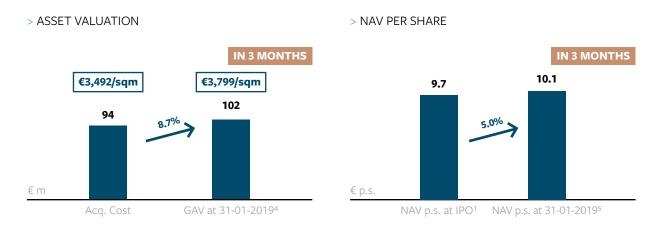


ÁRIMA FY2018 RESULTS PRESENTATION

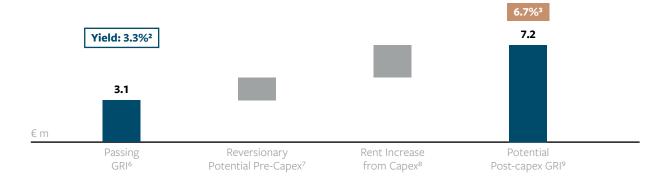
> PROPERTY OVERVIEW

HIGH QUALITY PORTFOLIO WITH SIGNIFICANT UPSIDE POTENTIAL

CLEAR VALUE CREATION STRATEGY ALREADY CRYSTALIZING...



...BUT STILL WITH SIGNIFICANT UPSIDE POTENTIAL AHEAD

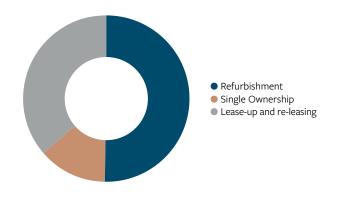


IPO PROCEEDS FULLY INVESTED

- → 4 off-market acquisitions successfully closed in 3 months
- → 100% Madrid Office
- → 26,879 sqm GLA
- → €12m capex plan

FOLLOWING DIFFERENT VALUE CREATION STRATEGIES

> BY TOTAL INVESTMENT



Notes: (1) Net IPO proceeds of €97m divided by the number of outstanding shares 1,006,300. (2) Passing gross yield defined as passing gross rents over GAV. (3) Yield on cost defined as post-capex GRI divided by total investment (acquisition cost plus expected capex). (4)
According to CBRE Valuation as of 31st December 2018 for María de Molina and Habana assets; and Savills Valuation as of 31st January 2019 for América and Cristalia assets. (5) As per Company Financials as of 31st January 2019. (6) Defined as annualized gross rents. (7) Includes mark-to-market of rents and leasing vacant space. (8) Expected increase in rents from capex investments. (9) Expected gross rental income after realizing reversionary potential and effects from capital expenditures.

> PROPERTY OVERVIEW HABANA







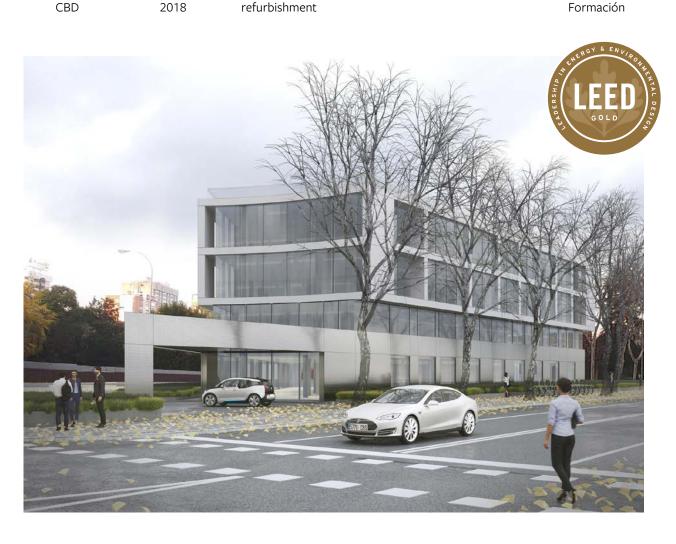






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TENANTS Cegos Formación



ACQUISITION RATIONALE

- \rightarrow **Off-market acquisition** of a free-standing office building in Madrid CBD, with a metro station within 5 minutes walking distance
- → Free-standing complex benefits from excellent visibility
- \rightarrow **Spacious** floor plates of c. 1,000 sqm
- \rightarrow Currently occupied by **single tenant** under a **sale-and-lease** back while urban planning and administrative permits are obtained
- \rightarrow Upon end of lease, **full refurbishment** to result in a **Class A** building
- \rightarrow **Refurbishment project** designed by Fenwick Iribarren Arquitects with full involvement of Arima's team, includes renovation of façade, entrance hall and common areas

LOCAL MAP



- A Philip Morris
- **B** CBRE
- C Linkedin

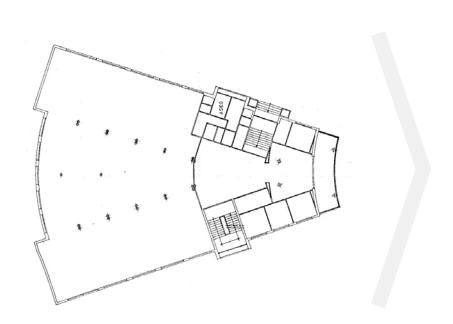
- D Sony
- E Ministerio de Industria
- F Ministerio de Economía

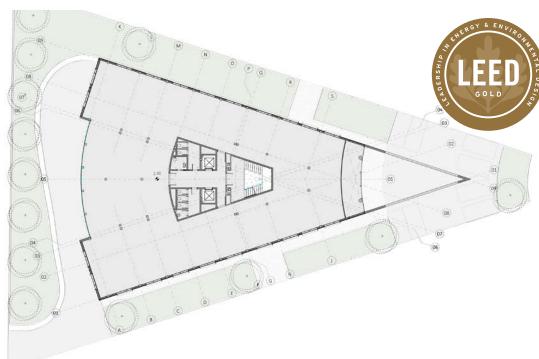
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> PROPERTY OVERVIEW HABANA STRATEGY/ASSET MANAGEMENT PLAN



- \rightarrow Analysis of building configuration allowing for the existing structure and volume
- \rightarrow Compliance with building regulations and capex optimisation
- \rightarrow Reconfiguration within existing structure to maximise open space and the net-to-gross lettable area ratio
- ightarrow Vertical communications moved to entrance, **allowing natural light** into the office space
- \rightarrow Improvement of working environment and reduction of electricity costs
- \rightarrow **Floor to ceiling glass façade** renews the property's image and improves building quality
- → **Interior and exterior materials** carefully selected based on durability, sustainability and environmental efficiency





> PROPERTY OVERVIEW AMÉRICA





2019¹



refurbishment



9,272 sqm







ACQUISITION RATIONALE

- → Off-market acquisition of a prominent office building in the well-established Madrid submarket of A2/M-30
- → Excellent visibility from the A2 highway, located next to the new premises of Banco Santander and to Arturo Soria
- → Well-connected building with quick access to the airport. New Metro Line (línea 11) planned to serve the area has been approved
- \rightarrow Good floor plates and common areas with strong potential
- \rightarrow Currently **74% occupied** by high quality tenants, with **leases ending in the short term**
- ightarrow Full refurbishment aiming to result in a class A building office
- → Project designed by Estudio Alvarez-Sala, includes renovation of façade, entrance hall and common areas
- \rightarrow Strategy includes re-leasing upon completion of refurbishment project

LOCAL MAP



- A Honeywell
- B World Duty Free Group
- C Merck

- D L'oreal
- E Grupo Vocento
- E Banco Santander

Notes: (1) Binding agreement signed in December 2018 but acquisition closed in January 2019.

> PROPERTY OVERVIEW AMÉRICA STRATEGY/ASSET MANAGEMENT PLAN



- → Rebranding through replacement of outdated façade with modern, efficient and durable curtain wall solution
- → **Improves** exterior and interior **visibility**
- → Thorough analysis to reconfigure internal spaces, **improving floor plate efficiency** and flexibility
- \rightarrow Simplification of building elements to improve external appearance
- → Reconfiguration of the **reception area** to enhance appearance and comfort by installing **underfloor heating** and **incorporation of green areas**
- \rightarrow Latest **technology advances** to improve services for future tenants



> PROPERTY OVERVIEW CRISTALIA



Madrid - Campo de las Naciones



January 2019¹



STRATEGY Lease-up and re-leasing



10,928 sqm

PARKING UNITS 202

Р

Aegon

TENANTS



ACQUISITION RATIONALE

- → **Off-market acquisition** of a **free-standing** office building located in the established Cristalia Business Park, in Campo de las Naciones
- → Located in a highly sought after **business park** with a **strong** tenant roster
- → **Highly efficient building** with **Leed Gold** certification and column-free floor plates of 1,400 sqm
- → Currently **partially occupied** (67%), with the remainder under advanced negotiations with a high quality tenant
- → Attractive reversionary potential explaining strategy of re-gearing of existing leases and lease-up of vacant space

LOCAL MAP



- A UPS
- B Metro de Madrid
- C Novo Nordisk

- Altadis
- E Electronic Arts
- **F** Ericsson

Notes: (1) Binding agreement signed in December 2018 but acquisition closed in January 2019.

> PROPERTY OVERVIEW MARÍA DE MOLINA





2018



ownership



2,340 sqm





ACQUISITION RATIONALE

- → Off-market acquisition of 9th and 10th floors of a prominent office building located in Madrid's prime CBD
- ightarrow Located on one of **Madrid's prime arteries,** benefitting from excellent access and transport options
- ightarrow Prominent office building with strong signage potential and spacious floor plates above 1,000 sqm
- \rightarrow Value creation strategy includes obtaining single ownership, with negotiations underway
- \rightarrow **Floor-by-floor refurbishment** and eventual renovation of façade once single ownership obtained
- \rightarrow Future leasing strategy focused on multi-tenant approach

LOCAL MAP



- A Farmaindustria
- **B** Renovalia
- A.E. de Admón. Tributaria
- D SEPI

 E Navantia
- **F** CNMV

> FY 2018 FINANCIALS



> FY 2018 FINANCIALS **KEY FINANCIALS**

> KEY BALANCE SHEET ITEMS

€ 000 (unless specified)	31/12/2018	31/12/2019
Gross Asset Value (GAV)	39,9751	102,106 ²
Gross Debt	-	29,930³
Cash & Equivalents	57,970	30,128³
Net Debt	-	(198)3
Gross LTV	n.a.	29.3%
Net LTV	n.a.	n.a.
NAV	97,634	100,763
NAV p.s. (€)	9.81	10.13

> P&L ACCOUNT

€ 000 (unless specified)	31/12/20184
Gross Rental Income (GRI)	12
Net Rental Income (NRI)	12
Operating Income (EBITDA)	(495)
EBIT	1,124
Net profit	1,124

- → Metrics as of 31st January 2019 also include €30m bridge financing closed in January 2019
- → Assets' contribution is limited for the full-year results. Having acquired two assets in December 2018 and two in January 2019, the Company has obtained valuation appraisals as of 31st January 2019 for the two properties acquired in January 2019



> MARKET UPDATE



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> MARKET UPDATE **SPANISH OFFICE MARKET**

ROBUST DEMAND CONTINUES TO DRIVE INCREASE IN RENTS

HEALTHY TAKE UP LEVELS ABOVE 5 AND 10 YEAR AVERAGES...

> TAKE-UP EVOLUTION ('000 SQM)



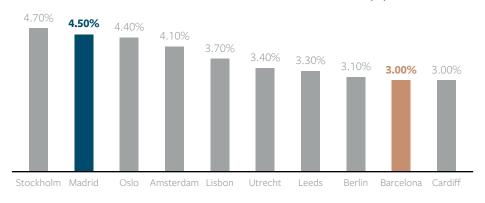
...WITH CONTINUOUS THE INCREASE IN PRIME RENTS IN BOTH MADRID AND BARCELONA SINCE 2013...

> PRIME RENTS (€/SQM/MONTH) - ADJUSTED FOR INFLATION



...WHICH IS EXPECTED TO CONTINUE IN THE UPCOMING YEARS RELATIVE TO OTHER EUROPEAN CITIES

> TOP 10 EUROPEAN CITIES 2018 – 2022 AVG. RENTAL GROWTH (%)

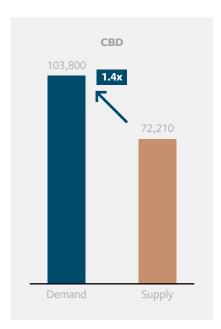


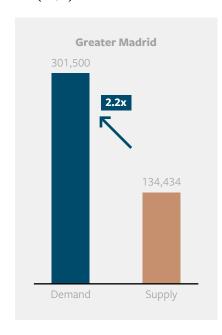
> MARKET UPDATE MADRID OFFICE MARKET

MISMATCH BETWEEN DEMAND AND AVAILABLE SPACE LEADING TO RENTAL GROWTH ACROSS SUBMARKETS

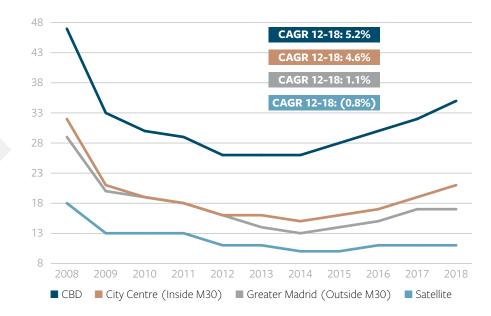
PRIME RENTS IN MADRID CONTINUE TO RISE, SPECIALLY IN CBD AND CITY CENTRE AREAS. THE GAP IN RENTS BETWEEN CBD AND GREATER MADRID STARTING TO PUT PRESSURE ON RENTS ACROSS SUB-MARKETS

> DEMAND VS. GRADE A OFFICE SPACE SUPPLY (SQM)





>PRIME RENTS EVOLUTION BY SUBMARKET (€/SQM/MONTH) ADJUSTED FOR INFLACTION

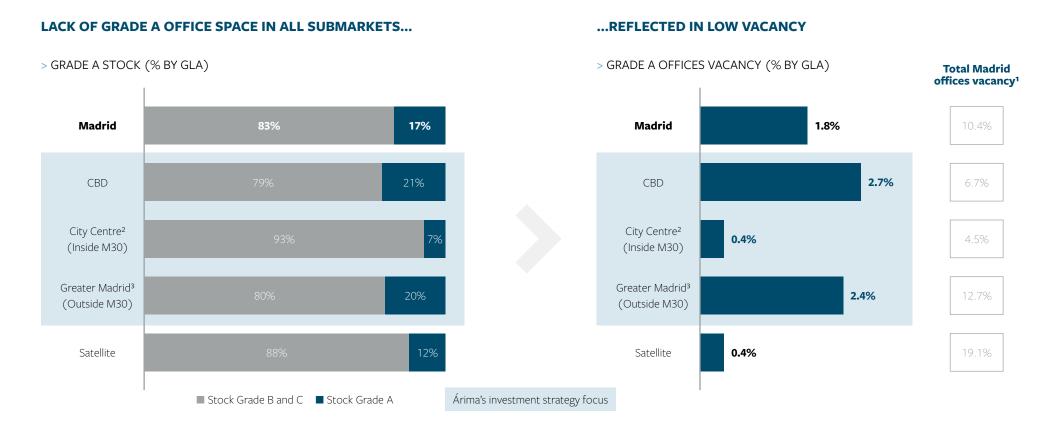


CBD and city centre submarkets have experienced significant recovery from 2012 lows but there is still room for additional increase potential when compared to peak levels

 \mid Greater Madrid areas are far from peak levels and have ample headroom for recovery

> MARKET UPDATE MADRID OFFICE MARKET

SCARCITY OF GRADE A OFFICES PROVIDING A COMPELLING OPPORTUNITY



Unique Opportunity for Árima's Strategy of Creating Quality Grade A Office Space Through Redevelopment

> 2019 PRIORITIES



> 2019 PRIORITIES PROPERTY MANAGEMENT

ACTIVE PROPERTY MANAGEMENT TO CAPTURE GRADE A DEMAND, RENTAL UPSIDE AND IMPROVE TENANT EXPERIENCE

- \rightarrow Properties follow different **value-add strategies**
- \rightarrow Combination of different strategies leading to a **balanced portfolio with significant upside**
 - → Refurbishment and redevelopment to improve quality and capture additional rent upside in its area of influence
 - \rightarrow Leasing vacant, re-gearing and maximising occupancy
 - \rightarrow Obtaining single ownership
- → Innovation & technology: focus on efficiency and services

> REDEVELOPMENT PLAN1

			201	2019			2020			20211	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	H1	H2
Habana²											
América											
Cristalia											
	■ Estimat	ed Pr	niect A	nalvsis	■ Fst	imated F	Refurbis	hment	Works	■ Leasing	

> VALUE CREATION STRATEGY



6.7%
ESTIMATED
YIELD ON TOTAL
INVESTMENT

+8.7%³
VALUATION
UPLIFT SINCE
ACQUISITION

Source: Company Information

Notes: (1) Strategy for Maria de Molina is consolidation of single ownership, after which a full refurbishment will be carried out. (2) Current lease agreements in place. Refurbishment works will commence upon maturity of these contracts. (3) Calculated as GAV of €33.7 MM as of 31 December 2018 plus €68.4 MM as of 31st Jan 2019 vs. Acquisition cost of €93.8 MM.

> 2019 PRIORITIES **FINANCING**

THE ACQUISITION OF THE FOUR PROPERTIES IN THE PORTFOLIO CURRENTLY HAS BEEN FULLY FINANCED WITH EQUITY

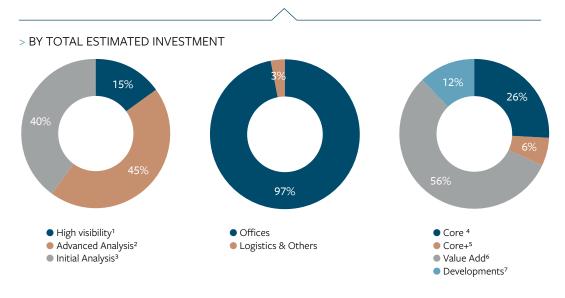
- → Current acquisitions **financed fully with equity**
- \rightarrow $\bf Target\ leverage$ of ~50% mortgage debt with long-term relationship debt providers
- → Company secured a €30m four-month bridge facility in January 2019
 - → Effective cost of 0.58%
- \rightarrow Company already working on long-term financing with relationship banks
- → As contemplated in the IPO prospectus, as supplemented, the Company intends to explore raising up to €200 million of new equity, subject to shareholders' approval and market conditions, to continue funding the growth of its business



> 2019 PRIORITIES PIPELINE

EXECUTION OF EXISTING PIPELINE IN LINE WITH VALUE CREATION STRATEGY





- → Current **pipeline** mainly comprised of **Madrid offices**
- → c.€225m with high visibility and c.€675m at an advanced analysis phase
- \rightarrow Target IRR⁸ in the range of 12% to 15%
- \rightarrow **Target YoC**⁹ in the range of 6% to 8%

Source: Company Information.

Note: (1) Investments for which the Company has conducted advanced analysis and a potential transaction is considered possible on acceptable terms. (2) Sufficient information has been received, analyzed and considered adequate by the Company to perform an advanced analysis of the property. (3) Company has received certain information regarding the property but such information is either incomplete or has not yet been analyzed in full by the Company. (4) Core: stabilized assets. (5) Core+: assets in which minor refurbishments or changes in tenancy are expected. (6) Value Add: assets where ongoing/planned repositioning/full refurbishment programs and/or significant capex investment are expected. (7) Development: potential properties to be built in an urbanized plot of land or properties where more than 50% of the existing building is demolished or removed and must be redeveloped. (8) IRR: "Internal Rate of Return". (9) YoC: "Yield on Cost".

> THE TEAM



> THE TEAM MANAGEMENT TEAM

HIGHLY EXPERIENCED MANAGEMENT TEAM: FULLY COMMITTED TEAM WITH SIGNIFICANT EXPERIENCE IN SPANISH REAL ESTATE



Majority of team has worked together since the creation and expansion of Prima (one of the first listed Commercial Real Estate portfolios in Spain) and founders of Axiare Patrimonio SOCIMI



Balanced profile with proven deal sourcing and execution as well as extensive property management capabilities



Sole internally managed SOCIMI with exclusive dedication



Luis López de Herrera-Oria Founding Partner & CEO



Chony Martín CFO



Fabio Alen Viani Real Estate Director



Fernando Arenas Real Estate Director



Guillermo Fernández-Cuesta Real Estate Director Deputy CEO



Stuart W. McDonald Real Estate Director



Carmen
Boyero-Klossner
Chief Investor
Relations Officer

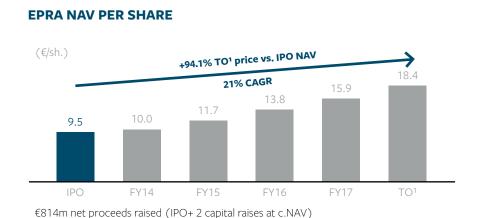




> THE TEAM SUCCESS

TEAM'S RECENT SUCCESS AT A GLANCE (AXIARE): HIGH "α" PLAY: OUTPERFORMANCE & OVERDELIVERY

AXIARE - KEY PERFORMANCE INDICATORS (JUL'14 – JAN'18)



TO1 PRICE VS. IPO NAV: +94.1%

- \rightarrow 21% CAGR NAV per share growth since IPO
- → Capital raises with no or minimal shareholder dilution
- → Sustained GAV growth since IPO

OVER-DELIVERING TARGET TSR²



BEST SHARE PRICE PERFORMANCE OF ALL SPANISH SOCIMIS AND SIGNIFICANT ABOVE MARKET

> SHARE PERFORMANCE (REBASED TO 100), REBASED TO AXIARE'S IPO PRICE³

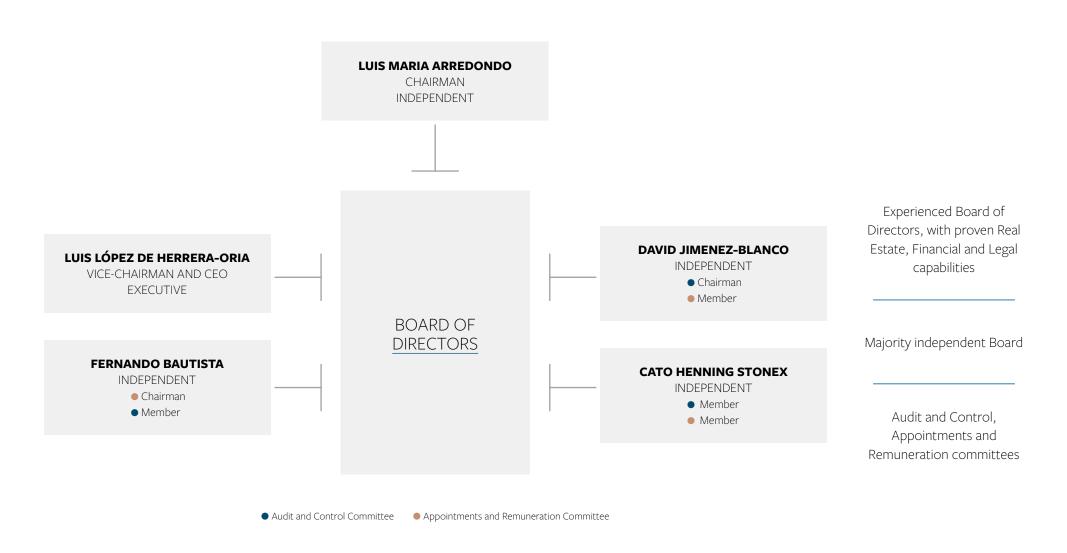


Source: Bloomberg, Axiare.

Notes: (1) Colonial's Tender Offer. (2) Total shareholder return (share price + cumulated dividend). (3) Axiare's IPO price adjusted for dividends and capital increases. (4) Weighted average by market capitalisation of Merlin Properties, Inmobiliaria Colonial, Lar España and Hispania Activos Inmobiliarios.

> THE TEAM BOARD OF DIRECTORS

SHAREHOLDER-FRIENDLY STRUCTURE & CORPORATE GOVERNANCE. SAME COMPOSITION AS AXIARE'S BOARD



> APPENDIX





> APPENDIX FY 2018 FINANCIALS¹

Arima's FY2018 P&L account does not reflect the operating income of our current portfolio of properties given that we acquired two of our four properties at the end of 2018 and the other two properties in January 2019

> CONSOLIDATED P&L ACCOUNT (IFRS)

€ 000 (unless otherwise specified)	31/12/20181
Gross Rental Income (GRI)	12
Non-reimbursable property expenses	-
Net Rental Income (NRI)	12
Overheads	(507)
Operating Income (EBITDA)	(495)
Amortization & Provisions	(2)
Change in fair value of assets	1,621
EBIT	1,124
Net financial charges	-
Tax	-
Net profit	1,124
Reported EPS (€ p.s.)	0.33

> CONSOLIDATED BALANCE SHEET

€ 000 (unless otherwise specified)	31/12/2018
Non Current Assets	40,038
Property plant & equipment	63
Investment property	39,975
Current assets	58,444
Trade and other receivables	369
Other assets	105
Cash & cash equivalents	57,970
Equity	97,088
Share Capital	100,063
Reserves	(3,553)
Retained earning	1,124
Treasury shares	(546)
Liabilities	1,394
Non-current liabilities	-
Current liabilities	1,394
Trade & other payables	1,394



> APPENDIX JANUARY 2019 FINANCIALS¹

Arima's FY2018 P&L account does not reflect the operating income of our current portfolio of properties given that we acquired two of our four properties at the end of 2018 and the other two properties in January 2019

> CONSOLIDATED P&L ACCOUNT (IFRS)

Reported EPS (€ p.s.)	0.37
Net profit	3,716
Tax	-
Net financial charges	(4)
EBIT	3,720
Change in fair value of assets	3,887
Amortization & Provisions	(1)
Operating Income (EBITDA)	(166)
Overheads	(218)
Net Rental Income (NRI)	52
Non-reimbursable property expenses	-
Gross Rental Income (GRI)	52
€ 000 (unless otherwise specified)	January/2019

> CONSOLIDATED BALANCE SHEET

€ 000 (unless otherwise specified)	31/01/2019
Non Current Assets	102,621
Property plant & equipment	62
Investment property	102,106
Long-term financial investments	453
Current assets	31,295
Trade and other receivables	957
Prepayments and accrued income	210
Cash & cash equivalents	30,128
Equity	100,763
Share Capital	100,063
Reserves	(2,429)
Treasury shares	(587)
Profit (loss) for the year	3,716
Liabilities	33,153
Non-current liabilities	527
Current liabilities	32,626
Financial debt	29,930
Trade & other payables	2,696



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Nota de Prensa

<u>La Compañía explora la posibilidad de una ampliación de capital por un importe de hasta 200 millones</u>

<u>de euros</u>

Árima revaloriza su cartera en un 8,7% en tres meses

- La Socimi logra un beneficio de 1,1 millones de euros en Diciembre de 2018 y 3,7 millones de euros adicionales en enero de este año
- El portfolio de Árima se ha revalorizado un 8,7% sobre el precio de compra (94 millones de euros) y ya alcanza un valor de mercado de 102,1 millones de euros
- La equilibrada cartera, que suma un total de 27.000 metros cuadrados alquilables y más de 460 plazas de aparcamiento, lleva el sello del equipo de Árima, al tratarse de oficinas en renta con un gran potencial
- Árima, que ha invertido ya la totalidad de los fondos aportados en la salida a Bolsa, explora la posibilidad de ampliar capital para seguir creciendo de una forma sostenible y atractiva para el accionista

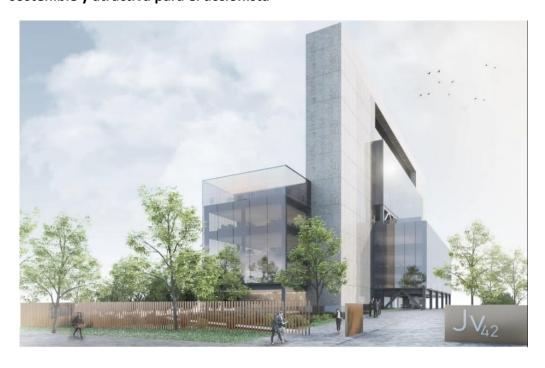


Foto: Árima. Infografía del anteproyecto Árima JV42 (Estudio Álvarez-Sala)





Madrid, 18 de febrero de 2019. Tres meses después de su estreno en Bolsa, Árima ha presentado hoy sus primeros resultados en los que contabiliza un beneficio -según IFRS-de 1,1 millones de euros a 31 de diciembre de 2018, que se ha incrementado en 3,7 millones de euros en tan solo un mes, tras la adquisición de dos inmuebles de oficinas *prime* en Madrid, cuyo compromiso de inversión vinculante se anunció el 27 de diciembre de 2018. De este modo, Árima acredita un NAV (*Net Asset Value*) de 10,13 euros por acción a 31 de enero de 2019 lo que supone un incremento del 4% con respecto al del cierre de Octubre de 2018.

La Socimi, que cumple a rajatabla con la responsabilidad contraída de generar valor a sus accionistas dispone de un portfolio con un valor de mercado de 102,1 millones de euros, según las consultoras independientes CBRE y Savills Aguirre Newman. Todas las operaciones de adquisición de los activos han puesto de manifiesto la capacidad del equipo, gracias a su agilidad y experiencia, de encontrar buenas oportunidades.

Las adquisiciones se han realizado *off market* y a precios muy competitivos para la compañía, lo que le ha permitido disponer de una cartera equilibrada cuyo valor supone un 8,7% más sobre el precio de compra, que fue de 94 millones de euros.

Luis Alfonso López de Herrera-Oria, Consejero Delegado de Árima: "La revalorización de los activos que hemos adquirido en condiciones inmejorables revertirá en un mayor valor para los accionistas que han confiado en nosotros", añade López de Herrera-Oria.

En total, la Socimi, que cotiza en el mercado continuo desde el pasado 23 de octubre, ha completado la adquisición de cuatro activos inmobiliarios y ha invertido ya la totalidad de los fondos aportados por los accionistas, replicando la estrategia de éxito que tan buen resultado le dio en el pasado. Estas inversiones, que representan 27.000 metros cuadrados alquilables y más de 460 plazas de aparcamiento, llevan el sello del equipo Árima, al tratarse de oficinas en renta con un alto potencial de revalorización, que se traducirá en un atractivo retorno para los accionistas.



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Para seguir ampliando su cartera, Árima ha firmado una póliza de crédito puente con CaixaBank por un importe de 30 millones de euros. La cotizada tiene en fase de análisis avanzado otros activos, en línea con su modelo de negocio, que representarían un importe aproximado de 1.500 millones de euros.

La Compañía explora la posibilidad de ampliar capital, por un importe de hasta 200 millones de euros, sujeto a la aprobación de la Junta General de Accionistas.

Sobre Árima Real Estate

Árima Real Estate es una Sociedad Anónima Cotizada de Inversión Inmobiliaria gestionada por un equipo directivo interno y con dedicación exclusiva creada en 2018 con el objetivo de convertirse en la SOCIMI española de referencia en el mercado de oficinas de Madrid. La compañía está liderada por Luis María Arredondo (Presidente del Consejo de Administración) y Luis López de Herrera-Oria (Consejero Delegado), y cuenta con el mismo y prestigioso equipo gestor que llevó a Axiare Patrimonio SOCIMI al éxito.

Para más información

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