

c/ José Ortega y Gasset, 29 Madrid 28006 A-86971249

### SPANISH STOCK MARKET COMMISSION (CNMV)

In compliance with reporting requirements set forth in Article 82 of Act 24/1988, dated July 28 on the Stock Market, AXIA REAL ESTATE SOCIMI, S.A. notifies the Spanish Stock Market Commission (*Comisión Nacional del Mercado de Valores*) of the following

### SIGNIFICANT INFORMATION ANNOUNCEMENT

Axiare publishes presentation material that will serve as support during the company's conference call that will take place today at 17:00 CET, regarding the company's Full Year 2014 Annual Accounts.

The document can also be downloaded through the company's Investor's Area website: http://www.axiare.es/en/shareholders-and-inverstors/

We would like to remind you participation details:

	<u>Teléfonos</u>	Hora
Madrid:	+34 917 892 387	17:00
London:	+44 (0) 203 147 46 00	16:00
New York:	+1 866 388 1927	11:00

Please see attached document.

Madrid a 24 de febrero de 2015,

D. Luis López de Herrera-Oria Consejero Delegado Axiare





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### **FULL-YEAR 2014 FINANCIAL RESULTS:**

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- Completed the acquisition of 8 properties in the fourth quarter amounting to € 246 million, 59% of the total portfolio. Market value of the company's portfolio increased to € 439 million<sup>(1)</sup>
- EPRA NAV per share of € 10.01 by year end, recouping transaction costs
- Gross debt of € 68 million by year end, with an LTV of 16%
- Gross rental income was € 5.9 million in 2014, with 43% of the property portfolio acquired in December 2014
- Net profit was € 2 million in 2014, and diluted EPS € 0.06
- Cash flow from operating activities was € 2.477 million in 2014, and capex amounted to € 0.25 million
- The Board of Directors proposes a dividend for 2014 of € 0.04 per share

Headline Results	2014 (A)
(EUR m unless specified)	
Gross Rental Income (GRI)	5.877
Property Operating Expenses	(0.693)
Net Rental Income (NRI)	5.184
Operating Income (EBITDA)	3.471
Net Profit	2.013
EPS (EUR)	0.056
Distributable Net Profit per Share (EUR)	0.040
Dividend pay-out ratio (%)	72%
Interest Cover	3.0x
Dividend yield	0.4%
Gross Asset Value (1)	439.03
LTV	16%
Average Occupancy Rate (%)	86%
Annualised Income Return (2)	6.6%
Capital Return (3)	3.8%
Total Return	10.4%

### **CEO COMMENTS**

"We are delighted to announce AXIARE's accounts for 2014 which reflect the very satisfying start AXIARE has made. Since the IPO in July 2014, AXIARE has exceeded its stated objectives by successfully investing all the equity raised in high quality real estate by year end. In this very short timeframe, we have achieved a 10% total return for our shareholders and have proposed a dividend of € 0,04 (per share) reflecting our ability to deliver. We are actively pursuing further investments as we continue to see the same positive momentum in 2015"



# 1. ABILITY TO SOURCE & CLOSE DEALS: €425M\* INVESTED IN 5 MONTHS

already invested 1,2 times IPO gross proceeds

#### 1. FOCUSED STRATEGY

- offices (68%), logistics (22%) and retail (10%)
- Madrid and Barcelona comprising 90% of total portfolio value

## 2. MARKET VALUE BY CBRE (RICS) €439M:

above acquisition price in all properties

#### 4. BRIDGE FINANCING AT THE START:

- quickly closing new acquisitions' deals
- new long term debt amounting to € 72.3 million arranged
- in advanced discussions for further financing to reach 50-60% LTV

### 5. THE ONLY INTERNALLY MANAGED TEAM:

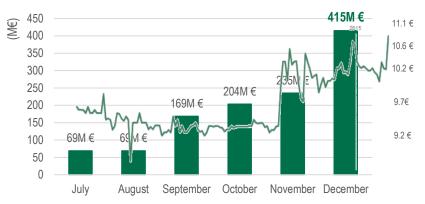
- one of the most experienced team in the Spanish RE market
- complete alignment with shareholders interest

## 6. STOCK TRADING WELL OVER IPO PRICE (€10/share)

**EFFICIENCY, EXPERIENCE & VALUE-ADD** 

# DELIVERING ON ALL PROMISES AHEAD OF SCHEDULE

### Axiare accumulated investment in line with stock performance





















Francisco Delgado, 11 Madrid

Cabanillas Logistics Portfolio: €16.8M



CBRE GI Logistics Portfolio: €23,9M



Sevilla

P.L. Azuqueca de Henares Guadalajara



















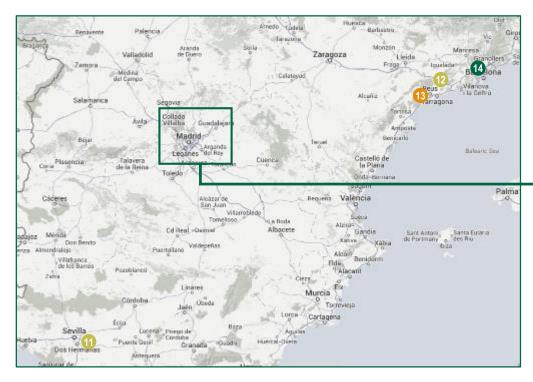


JULY AUGUS 2014 2014 SEPTEMBER 2014

OCTOBER 2014 NOVEMBER 2014

DECEMBER 2014



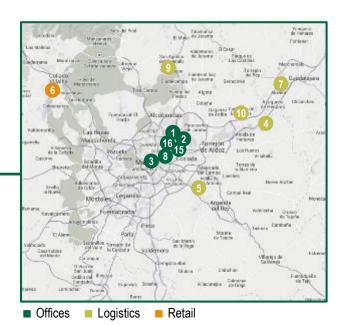


- Avenida de la Vega
  Avda. de la Vega, 15, 2818 Alcobendas, Madrid

  C. C. Planetocio
  Avda. Juan Carlos I, 4
- Francisca Delgado
  Francisca Delgado 11, 2818 Alcobendas, Madrid
- Fernando El Santo
  Fernando el Santo, 15, 2801 Madrid, Madrid
- P. L. Azuqueca de Henares Construcción 9, 19200 Azuqueca de Henares, Guadalajara
- P. L. Rivas

  Mariano Benlliure 28521 Rivas-Vaciamadrid, Madrid

- C. C. Planetocio
  Avda. Juan Carlos I, 46, 28400 Collado Villalba, Madrid
- P. L. Cabanillas
  C/ Rayo 5, Cabanillas del Campo, Guadalajara
- Manuel de Falla
  C/ Manuel de Falla 7, 28036 Madrid, Madrid
- P. L. Guadalix
  C/ La Lobera, 28750 San Agustín de Guadalix, Madrid
- P. L. Camarma de Esteruelas
  Sector SI-4 "La Raya Industrial", Camarma de Esteruelas, Madrid



- P. L. Dos Hermanas C/ Torre de los Herberos, 61 41700 Dos Hermanas, Sevilla
- P. L. Valls
  C/ Moixiganga, 5 Valls, Tarragona
- Bauhaus
  Carretera Reus, 55, 43006 Tarragona
- Diagonal
  Avda. Diagonal 197, Barcelona, Barcelona
- Ribera del Loira
  C/ Ribera del Loira, 28, 28042 Madrid
- Cristalia
  Via de los Poblados, 3 28033 Madrid, Madrid



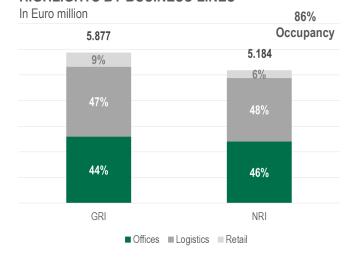


### **FULL-YEAR 2014**

YE Dec, EUR m	'E Dec, EUR m unless specified						
ASSET	TOTAL OFFICES	TOTAL LOGISTICS	TOTAL RETAIL	TOTAL PORTFOLIO			
GLA (sqm)		88,611	262,641	30,315	381,566		
Parking spaces (	(units)	1,920	0	1,256	3,176		
Average occupa	ancy rate (%)	89.6%	84.2%	92.9%	86.1%		
WAULT (yrs)		1.6	3.9	5.2	3.0		
Net Acquisition	Price	281.250	92.586	41.000	414.836		
Gross Acquisition	n Price	287.179	94.850	42.002	424.030		
Capital Structure Equity		236.684	86.710	33.091	356.485		
•	Debt	50.495	8.140	8.911	67.545		
	LTV	18.0%	8.8%	21.7%	16.3%		
Market Value	GAV <sup>(1)</sup>	294.950	100.975	43.100	439.025		
	Cap Value (€ / sqm) <sup>(1)</sup>	3,329	384	1,422	1,151		
Capex	Full year	-	-	(0.250)	(0.250)		
	Accumulated	-	-	(0.250)	(0.250)		
Rents	Gross Rental Income (2)	2.593	2.743	0.541	5.877		
	Non-Reimb. Expense	(0.190)	(0.254)	(0.249)	(0.693)		
	Non-Reimb. Expense / GRI	7.3%	9.3%	46.0%	11.8%		
	Net Rental Income (3)	2.403	2.489	0.292	5.184		
Return	Annualised Income Return (A)	5.9%	7.7%	6.0%	6.6%		
	Capital Return (A)	2.9%	6.1%	2.6%	3.8%		
	Total Return (A)	8.8%	13.8%	8.6%	10.4%		

<sup>(1)</sup> Market value undertaken by CBRE (RICS) at December 31, 2014 (2) Reported gross rental income in 2014

### HIGHLIGHTS BY BUSINESS LINES



### **CASH FLOW**

Including € 200 million capex outflow



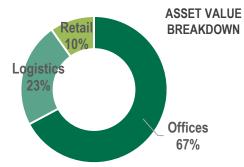
### **CAPITAL STRUCTURE BY YEAR END**

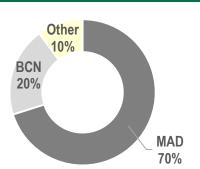
Total Assets	424,443	! LTV
Gross Financial Debt	67,545	;
Cash	4,265	L 16% I

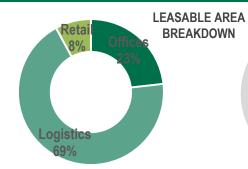
<sup>(3)</sup> Reported net rental income in 2014



ASSET	Acquisition Date	GLA (sqm)	Parking spaces (units)	Average occupancy rate	# tenants	WAULT (yrs)	Net Acquisition Price	Gross Acquisition Price	Capi	Capital Structure		Market Value	
									Equity	Debt	LTV	GAV (1)	(€ / sqm)
Cristalia	4.dic.14	17,338	391	83.5%	multi	1.7	53.000	54.272	36.780	17.492	33%	54.750	3,158
Av Vega	24.sep.14	22,579	461	81.5%	multi	1.2	52.000	52.926	52.926	0.000	0%	53.300	2,361
Diagonal	4.dic.14	15,351	222	91.6%	multi	2.1	53.000	54.431	36.939	17.492	33%	53.000	3,452
Rib. Loira	4.dic.14	12,822	370	96.9%	2	1.4	47.000	48.128	32.617	15.511	33%	47.500	3,705
F. Delgado	28.jul.14	17,266	395	66.9%	multi	2.3	28.750	29.274	29.274	0.000	0%	35.000	2,027
M. Falla	TBD	6,244	39				31.000	31.338	31.338	0.000	0%	31.400	5,029
F. Santo	24.sep.14	3,254	42	89.1%	multi	0.5	16.500	16.810	16.810	0.000	0%	20.000	6,146
OFFICES		88,611	1,920	89.6%		1.6	281.250	287.179	236.684	50.495	18%	294.950	3,329
Camarma	9.oct.14	70,296	0	100%	1	2.5	26.000	26.595	20.549	6.047	23%	27.300	388
Cabanillas	29.jul.14	37,879	0	100%	2	5.6	16.681	17.214	17.214	0.000	0%	17.500	462
Rivas	24.sep.14	35,248	0	72.7%	3	2.1	17.000	17.316	17.316	0.000	0%	17.200	488
Miralcampo	30.jul.14	35,781	0	100%	1	2.9	14.485	14.849	14.849	0.000	0%	14.675	410
Dos Hermanas	30.jul.14	42,466	0	100%	1	4.9	9.420	9.656	9.656	0.000	0%	12.100	285
Valls	9.oct.14	26,026	0	0.0%	1	3.1	4.500	4.617	3.570	1.047	23%	6.500	250
Guadalix	9.oct.14	14,945	0	61.3%	1	4.7	4.500	4.603	3.557	1.047	23%	5.700	381
LOGISTICS		262,641	0	84.2%		3.9	92.586	94.850	86.710	8.140	9%	100.975	384
Bauhaus	4.dic.14	12,413	352	100%	1	6.5	27.000	27.729	18.818	8.911	33%	27.500	2,215
Planetocio	24.sep.14	17,902	904	88.0%	multi	2.0	14.000	14.273	14.273	0.000	0%	15.600	871
RETAIL		30,315	1,256	92.9%		5.2	41.000	42.002	33.091	8.911	22%	43.100	1,422
TOTAL PORTFOLIO		381,566	3,176	86.1%		3.0	414.836	424.030	356.485	67.545	16.3%	439.025	1,151











## Dividend per Share € 0.04

Pay-out Ratio 72%

**Total Distributable Profits € 1.45 million** 

Record Date TBD (before 30th June, 2015)

Annual General Meeting of Shareholders will be held in Madrid and announced in the coming weeks.

The annual report will be made available on our website Axiare.es and at the Axiare headquarters, c/ José Ortega y Gasset 29, 28006 Madrid, Spain.

## Legal Requirement for SOCIMIs dividend distribution:

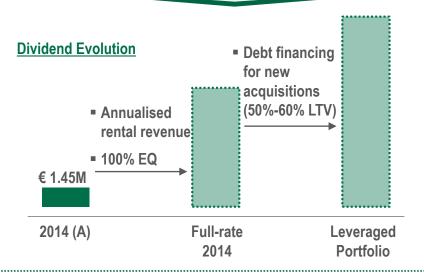
- 100% of the income from dividends and shares from companies qualifying as eligible investments
- 50% of the income derived from transfers of real estate and of shares or units
- 80% of all other income obtained

Of the remaining profit after the deduction of the legal reserves. SOCIMIs legal reserve may not exceed 20% of the capital stock

PROPOSAL OF DISTRIBUTION OF PROFIT	
AVAILABLE FOR DISTRIBUTION	
Profit	2,013 A

DISTRIBUTION			
Legal Reserve	10% Profit	2.013 x 10%	201 <b>B</b>
Dividends	80% Distributable profit	(2.013-201) x 80%	1,449 <b>C</b>
Voluntary reserves	S		363 <b>A-B-C</b>
			2,013

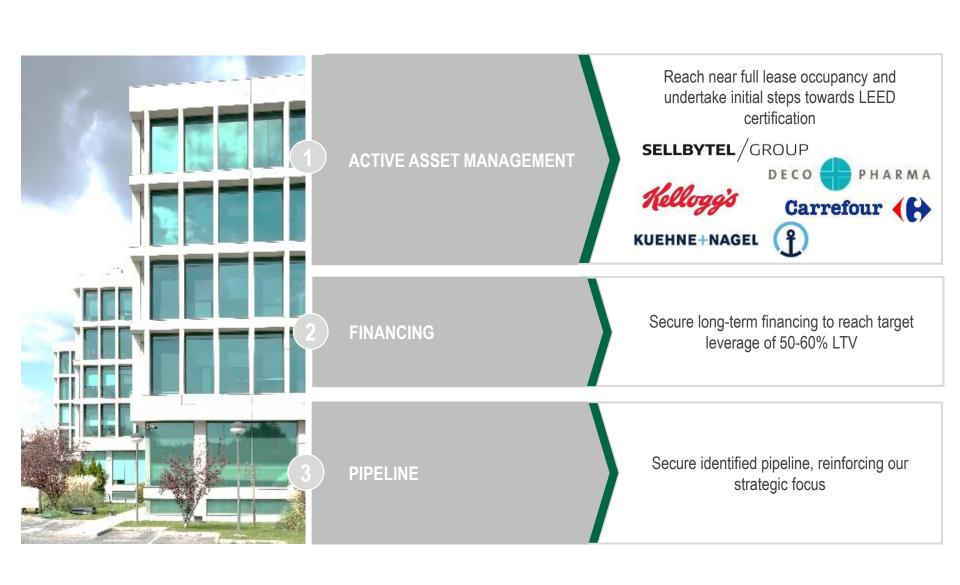
expected dividend evolution at current levels of occupancy and rent



Potential for further upside as rent levels grow and occupancy levels improve









# NEW LEASES, RENEWALS AND NEGOTIATIONS



## **OFFICES**

We have signed two new leases since acquisition bringing occupation in **Diagonal 197** to 100%. The leases offer a stepped rent income with a total potential term of nine years



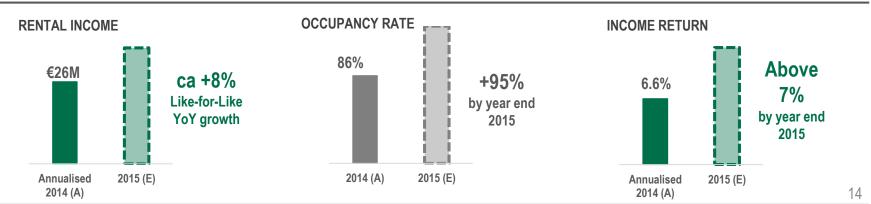
### **RETAIL**

In **Planetocio**, we have signed a five-year, fixed term lease with one of 2014's most successful restaurant chains

# LOGISTICS

- New lease contract signed with blue chip multinational company in **Valls** for 100% of the warehouse. The lease has a 3 + 3 year term with a step up rent structure providing an initial net yield of 11.75%
- New lease contract renegotiated with the current tenant in **Guadalix** to bring the occupation level to 100%. The new lease has a 5-year compulsory term for the full occupation with an annual net rent yielding 12.18% on total acquisition outlay
- Renegotiation of **Dos Hermanas** lease contract for an extension of a 3-year compulsory term and an additional 1+1-year compulsory term for the tenant.
- Renegotiation of **Azuqueca** lease contract for a 2-year compulsory term plus an additional 3-year compulsory term for the tenant. The lease is subject to market rent review with a minimum CPI+5% increase

### 2015 OUTLOOK OF CURRENT YIELDING PORTFOLIO



2015 CAPEX expected to be in the range of €4-5 million, prioritising investments towards more sustainable buildings



# REMAINING "FIREPOWER" ARISING FROM UPCOMING FINANCING

- €72 million loan agreement SIGNED with CaixaBank, with a 14-year term with and 55% LTV for four properties of the portfolio (Diagonal, Avda. de la Vega, Dos Hermanas y Rivas).
- €70 million in advanced discussions with term-sheets signed
- Further long-term financing with national and international banks with main focus on:
  - No or minimum amortization during period
  - Interest rate around E+200bps.
  - Swaps coverage

As detailed in the IPO Prospectus, leverage expected be around 55% LTV in 2015







## Secure identified pipeline, reinforcing our strategic focus:

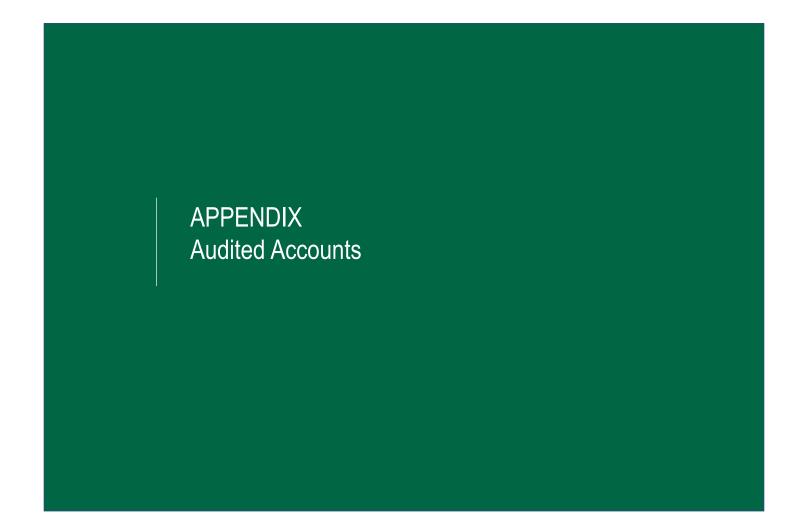
- 90 million in Due Diligence
- Sector spread: mainly offices based in Madrid
- Institutional-grade buildings with significant potential upside



INCREASE THE VALUE OF OUR REAL ESTATE INVESTMENTS AND CREATE VALUE FOR OUR SHAREHOLDERS

**EFFICIENCY, EXPERIENCE & VALUE-ADD** 

SIZEABLE IDENTIFIED PIPELINE
LIKELY TO MATERIALISE IN THE SHORT-TERM





The Board of Directors of Axiare met on the 17<sup>th</sup> February 2015, examined the Group's consolidated financial statements at 31<sup>st</sup> December 2014, and authorized their issuance.

All reported figures have been audited by PricewaterhouseCoopers Auditores, S.L., and are available in our website <u>Axiare.es</u>



# Financial statements audited by PwC. PwC has issued an **unqualified audit opinion**

PROFIT AND LOSS STATEMENTS				
Revenue	6,675			
Rendering of services	6,675			
Staff costs	(961)			
Wages, salaries and similar remuneration	(905)			
Staff welfare charges	(56)			
Other operating expenses	(2,249)			
External services	(2,068)			
Taxes	(181)			
Investments properties amortization	(2,124)			
Other profit (loss)	6			
OPERATING PROFIT/(LOSS)	1,347			
Financial income	748			
Financial expenses	(82)			
FINANCIAL RESULTS	666			
PROFIT/(LOSS) BEFORE TAX	2,013			
Corporate income tax	•			
PROFIT/(LOSS) FOR YEAR FROM CONTINUING OPERATIONS	2,013			

0.056
0.056

# PROFIT & LOSS STATEMENT

€ 2 million in 5 months

### PROFIT AND LOSS STATEMENT

### **Operating results**

This heading mainly relates to lease income received, which is reduced by the depreciation expense, staff and other expenses directly attributable to the properties such as maintenance and upkeep expenses of the leased premises and independent professional services incurred during the year.

### Financial income /(expense)

Financial result comprises financial income from the interest accrued on current accounts, which are compensated by the interest expense from credit facilities.

### **Corporate income tax**

The Company avails itself of the SOCIMI tax scheme described in Law 11/2009, governing listed real estate investment companies and under which the applicable tax rate is 0%.



# Financial statements audited by PwC. PwC has issued an **unqualified audit opinion**

**NON-CURRENT LIABILITIES** 

ASSETS	
NON-CURRENT ASSETS:	
Property, plant and equipment	389
Investment property	402,787
Long-term investments:	4,384
Other financial assets	4,384
	407,560

EQUITY AND LIABILITIES	
EQUITY	
Shareholders' funds	
Capital	360,060
Reserves	(19,429)
Treasury shares	(1,006)
Profit (loss) for the year	2,013
	341,638

#### **CURRENT ASSETS** 11,767 Trade and other receivables 665 Trade receivables for sales and services Sundry accounts receivable 8,065 3,037 Other receivables from public institutions Short-term investments 748 748 Other financial assets Current prepayments and accrued income 103 4,265 Cash and cash equivalents 4,265 Cash 16.883 424,443

ong-term payables	4,825
Other financial liabilities	4,825
	4,825
CURRENT LIABILITIES	
Short-term payables	67,562
Bank loans	67,545
Other financial liabilities	17
rade and other payables	9,884
Sundry payables	9,610
Other payables to the Public Administrations	274
Current accruals and deferred income	534
	77,980

### **BALANCE**

#### Non-current assets

Axiare has made an investment of €403 million which is made up of: Offices, Retail properties and Logistics Platforms. Accumulated depreciation on these properties amounts to €2 million.

### **Current assets**

Most short-term receivables relate to provisions of funds for the Company's habitual operations with notaries and registrars deriving from purchases carried out on dates close to the year end.

### **Equity**

424.443

Share capital amounts to €360 million. IPO expenses that have been capitalized amounts to €19 million.

### **Current liabilities**

Axiare has at year end loan bridge amounting to €67.5 million. Trade payable balance mainly includes taxes and fees payable from the last investment in properties of the year.



STATEMENT OF RECOGNISED INCOME AND EXPENSE				
Profit/ loss for the year	2,013			
Income and expense taken directly to equity	(19,429)			
Total income and expense taken directly to equity	(19,429)			
Transfers to the income statement	-			
Total transfers to the income statement	_			
TOTAL RECOGNISED INCOME AND EXPENSE	(17,416)			

TOTAL STATEMENT OF CHANGES IN EQUITY						
	Capital	Reserves	(Treasury shares)	Profit/loss for the year	TOTAL	
BALANCE AT 19 MARCH 2014		•				
Total recognised income and expense	-	-		2,013	2,013	
Operations with shareholders or owners:						
Formation	60	-	-	-	60	
Capital increase	360,000	-	-	-	360,000	
Trading in treasury shares	-	-	(1,006)	-	(1,006)	
Other variations	-	(19,429)		-	(19,429)	
BALANCE AT THE END OF 2014	360,060	(19,429)	(1,006)	2,013	341,638	

STATEMEN	T OF	CHANGE		
IN EQUITY				

€ 19 million of expenses related to the issuance of shares € 1 million Treasury shares representing 0,28% of Capital

CASH FLOW STATEMENT	
A) CASH FLOWS FROM OPERATING ACTIVITIES	
Profit/ (loss) for the year before tax	2,013
Adjustments to profit	1,458
Depreciation of PP&E	2,124
Financial income	(748)
Financial expenses	82
Changes in working capital	(994)
Debtors and other receivables	(11,767)
Other current assets	(103)
Creditors and other payables	9,610
Other current liabilities	825
Other non-current assets and liabilities	441
Cash flows from operating activities	2,477
B) CASH FLOWS FROM INVESTING ACTIVITIES	
Payments on investments	(405,300)
Property, plant and equipment	(395)
Investment properties	(404,905)
Cash flows from investing activities	(405,300)
C) CASH FLOWS FROM FINANCING ACTIVITIES	
Collections and payments on equity instruments	339,625
Issue of equity instruments	340,631
Acquisition of treasury shares	(1,006)
Collections and payments on financial liability instruments	67,463
Arrangement of:	
Bank loans	67,463
Cash flows from financing activities	407,088
INCREASE / DECREASE IN CASH AND CASH EQUIVALENTS, NET	4,265

# **CASH FLOW STATEMENT**

Cash increase over € 4 million in 5 months



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