

FOR INFORMATION PURPOSES ONLY. Spanish Version prevails.

TO THE NATIONAL SECURITIES MARKET COMMISSION

MERLIN Properties, SOCIMI, S.A. ("MERLIN"), in compliance with the applicable legislation, hereby notifies the following:

RELEVANT INFORMATION

(i) MERLIN will hold a conference call with analysts and institutional investors on Friday, <u>February 28th, 2025, at 3 p.m. Madrid/CET time</u>, which can be followed online, through audio conference, with the following links:

Webcast: https://streamstudio.world-television.com/1364-2525-41152/en

Dial-in: https://grid.trustwavetechnology.com/merlin/register.html

Madrid, February 27th 2025



Excellent year for MERLIN Properties, with +5.2% rental growth and more than €500 million of gross rents

- Good operating performance, with LfL rental growth of 3.4% and positive release spread across all asset classes
- EBITDA reached € 379.2 million, +3.3% compared to FY23
- Funds From Operations (FFO) improvement up to €310.8 million (+9.4% vs. FY23)
- Data centers' revaluation (+16.9% vs. FY23) offset a slight decline due to yield adjustment in other asset classes
- Both S&P (BBB+) and Moody's (Baal) upgraded the Company's rating for its low leverage and improved cash flow generation profile
- Net asset value according to EPRA (EPRA NTA) stands at €14.32 per share, already diluted after the capital increase and the distribution of the 18 cents dividend in the second half of the year

Madrid, 27th February – MERLIN Properties closed 2024 with total revenues of €516.7 million (including gross rents of €500.4 million), EBITDA of €379.2 million, operating profit (FFO) of €310.8 million (€55 cents per share) and net earnings of €283.8 million.

Gross asset value (GAV) stood at €11.5 billion, virtually unchanged thanks to the revaluation of data centers (+16.9% vs. FY23). Net asset value reached €8,071 million (€14.32 per share).

The Loan-to-Value (LTV) is at 28.3% (vs. 35.0% in FY23), with a liquidity position of €2.4 billion. 100% of debt is fixed and average maturity is 4.3 years.

Business Performance

Positive like-for-like rental growth (+3.9%) and release spread (+2.3%) in **offices**. The occupancy rate reached a record high of 93.7%. The performance of Madrid was particularly noteworthy, benefiting from the first signs of imbalance between supply and demand due to the wave of residential and hotel conversions.

Logistics portfolio performance continues to be impressive for yet another year, with like-for-like rents growing at +2.8%, release spread (+1.4%) and occupancy at 99.4%, setting an all-time high that is hard to replicate.

Several turnkey projects were signed during the year, including: three logistics warehouses in Lisbon Logistics Park with an end customer absorbing 134,695 sqm, plus a 18,133 sqm warehouse in Cabanillas Park II for Total and a 2,477 sqm warehouse in Sevilla ZAL for XPO. Of the total landbank



(511,000 sqm), 155,000 sqm are pre-let and 77,000 sqm have signed letters of interest, which will crystallise into pre-lets in the coming months.

Strong operating performance in **shopping centers**, with strong like-for-like rental growth (+2.7%) and release spread on renewals (+3.3%). Occupancy cost ratio remains at historical lows (11.2%) and footfall (+2.5%) and tenant sales (+5.5%) have performed better than in 2023. Occupancy ends at record highs (96.5%).

In Phase I (64 MW) of the development of our MEGA plan the MAD01-GET, BCN01-PLZF and BIO03-ARA **data centers** already have 26 MW equipped and ready for operation, of which 21.2 MW are let. Within Phase II (203 MW), construction licenses have been obtained for LIS01-VFX and BIO02-ARA and work has begun. An agreement has also been signed with the regional government of Extremadura to develop two AI campuses with an IT capacity of 1 GW each in Navalmoral de la Mata and Valdecaballeros and the acquisition of land in Tres Cantos (Madrid) has been signed to build a 30MW data center, which can be expanded in the future by successive buildings to create a 160MW mini-campus.

Portfolio valuation

MERLIN's Gross Asset Value ('GAV') amounts to €11,540 million at 31 December 2024, according to appraisals carried out by Savills, CBRE and JLL. By asset category, it is worth highlighting the value created during the year in data center developments (€60.3m). Net asset value amounted to €8,071m, equivalent to €14.32 EPRA NTA per share.

2025 Outlook

Finally, we estimate around \leq 0.54 p.s. FFO for 2025 corresponding to a similar dividend per share as 2024's proposal (\leq 0.40 p.s.).

About MERLIN Properties

MERLIN Properties SOCIMI, S.A. (MC:MRL) is the largest real estate company trading on the Spanish Stock Exchange. Specialized in the development, acquisition and management of commercial property in the Iberian region. MERLIN Properties mainly invests in offices, shopping centers, logistics facilities and data centers, within the Core and Core Plus segments, forming part of the benchmark IBEX-35, Euro STOXX 600, FTSE EPRA/NAREIT Global Real Estate, GPR Global Index, GPR-250 Index, MSCI Small Caps indices and DJSI.

Please visit <u>www.merlinproperties.com</u> to learn more about the company.

For further information please contact:

Nuria Salas, nsalas@tinkle.es, +34 629 56 84 71 Sarah Estébanez, sestebanez@tinkle.es, +34 636 62 80 41



FY24 RESULTS PRESENTATION



DISCLAIMER



This presentation has been prepared by MERLIN Properties SOCIMI, S.A. (the "Company") for informational use only.

The information contained in this presentation does not purport to be comprehensive or to contain all the information that a prospective purchaser of securities of the Company may desire or require in deciding whether or not to purchase such securities. The information contained in this document is subject to change, verification and completion without notice. Neither the Company nor any of affiliates, advisors or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of any information contained or referred to in this document. Each of the Company and its affiliates, advisors or agents expressly disclaims any and all liabilities which may be based on this document, the information contained or referred to therein, any errors therein or omissions therefrom. Neither the Company, nor any of its affiliates, advisors or agents undertakes any obligation to provide the recipients with access to additional information or to update this document or to correct any inaccuracies in the information contained or referred to therein.

Certain statements in this document regarding the market and competitive position data may be based on the internal analyses of the Company, which involve

certain assumptions and estimates. These internal analyses may have not been verified by any independent sources and there can be no assurance that the assumptions or estimates are accurate. Accordingly, undue reliance should not be placed on any of the industry, market or competitive position data contained in this presentation. Additionally, certain information contained herein may be based on management accounts and estimates of the Company and may have not been audited or reviewed by the Company's auditors. Recipients should not place undue reliance on this information. The financial information included herein may have not been reviewed for accuracy or completeness and, as such, should not be relied upon.

This information is provided to the recipients for informational purposes only and recipients must undertake their own investigation of the Company. The information providing herein is not to be relied upon in substitution for the recipient's own exercise of independent judgment with regard to the operations, financial condition and prospects of the Company.

The distribution of this presentation in some jurisdictions may also be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. The securities of the Company have not been and, should there be an

offering, will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or the U.S. Investment Company Act of 1940, as amended (the "Investment Company Act"). Such securities may not be offered or sold in the United States except on a limited basis, if at all, to Qualified Institutional Buyers (as defined in Rule 144A under the Securities Act) in reliance on Rule 144A or another exemption from, or transaction not subject to, the registration requirements of the Securities Act. The securities of the Company have not been and, should there be an offering, will not be registered under the applicable securities laws of any state or jurisdiction of Canada or Japan and, subject to certain exceptions, may not be offered or sold within Canada or Japan or to or for the benefit of any national, resident or citizen of Canada or Japan.

THIS PRESENTATION DOES NOT
CONSTITUTE OR FORM PART OF ANY OFFER
FOR SALE OR SOLICITATION OF ANY OFFER
TO BUY ANY SECURITIES NOR SHALL IT
OR ANY PART OF IT FORM THE BASIS OF
OR BE RELIED ON IN CONNECTION WITH
ANY CONTRACT OR COMMITMENT TO
PURCHASE SHARES. ANY DECISION TO
PURCHASE SHARES IN ANY OFFERING
SHOULD BE MADE SOLELY ON THE BASIS
OF PUBLICLY AVAILABLE INFORMATION ON
THE COMPANY.

This presentation may include forwardlooking statements. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding the financial position, business strategy, management plans and objectives for future operations of the Company are forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause such actual results, performance or achievements, or industry results, to be materially different from those expressed or implied by these forward-looking statements. These forward-looking statements are based on numerous assumptions regarding the present and future business strategies of the Company and the environment in which they expect to operate in the future.

Forward-looking statements speak only as of the date of this presentation and the Company expressly disclaim any obligation or undertaking to release any update of, or revisions to, any forward-looking statements in this presentation, any change in their expectations or any change in events, conditions or circumstances on which these forward-looking statements are based.

In reviewing this presentation, the recipient is agreeing to, and accepting, the foregoing restrictions and limitations.





- FY24 Financial results
- Offices
- Logistics
- Shopping centers
- Valuation and debt position
- Value creation
- Digital Infrastructure Plan
- Closing remarks & Outlook



















OPERATING PERFORMANCE

- Strong operating momentum, with satisfactory rental growth (+3.4% LfL) combined with a very high occupancy (96.7%, +58 bps)
- Offices continue performing well with positive like-for-like (+3.9%) and release spread (+2.3%)
- Full occupancy in Logistics (99.4%), with positive organic growth (+2.8% LfL)
- Shopping centers delivering **good LfL** (+2.7%), highlighting the quality of the portfolio, with rents remaining at very affordable levels (11.2% OCR in FY24)

FINANCIAL PERFORMANCE

- Solid FFO generation (+9.4% YoY)
- Valuations have remained **broadly stable** despite yield expansion (+21 bps
 YoY to 5.3%) thanks to solid operating
 performance and Data Centers
 development gains
- Strong financial situation: LTV at 28.3%, 100% fixed rate, no debt maturities until November 2026 and € 2.4 bn liquidity
- Both S&P (BBB+) and Moody's (Baal)
 have upgraded MERLIN's debt
 rating on the basis of sustained lower
 leverage and expanding cash flow base
- Successful execution of a € 921m capital increase in July to accelerate the Data Centers development

VALUE CREATION

- € 73.0m in non-core divestments. € 53.0m already signed, to be executed in 2025
- Landmark Plan: Plaza Ruiz Picasso fully let and delivered to best-in-class tenants such as IBM, Globant, SAP, WTW or Bluetab
- Best II & III: long-term lease contract signed with a Portuguese end client to develop the remaining landbank (134,695 sqm) in Lisbon Logistics Park to be delivered in several phases up to 2027
- Mega Plan: lease contract signed with an international artificial intelligence operator for a block of 15MW IT in the Barcelona-Zona Franca (BCN01-PLZF) data center, which is now let at 100% of its Total Design Capacity
- Advanced negotiations for a block of 18 MW IT in the Bilbao-Arasur (BIO-ARAO3) data center, which will also reach 100% of its Total Design Capacity



FY24 Financial results



FFO OF € 0.55 PER SHARE

11001 CO.SSPERSHARE			
(€ million)	FY24	FY25	YoY
Gross rents	500.4	475.6	5.2%
Gross rents after incentives	470.6	447.2	5.2%
Net rents ⁽¹⁾	418.1	403.7	3.6%
EBITDA ⁽²⁾	379.2	367.0	3.3%
Margin	75.8%	77.2%	
FFO ⁽³⁾	310.8	284.2	9.4%
Margin	62.7%	59.8%	
AFFO	291.3	263.4	10.6%
IFRS net profit	283.8	(83.5)	n.m
EPRA NTA	8,071	7,083	13.9%
(€ per share)			
FFO	0.55	0.61	(8.9%)
AFFO	0.52	0.56	(7.9%)
EPS	0.50	(0.18)	n.m.
EPRA NTA	14.32	15.08	(5.0%)

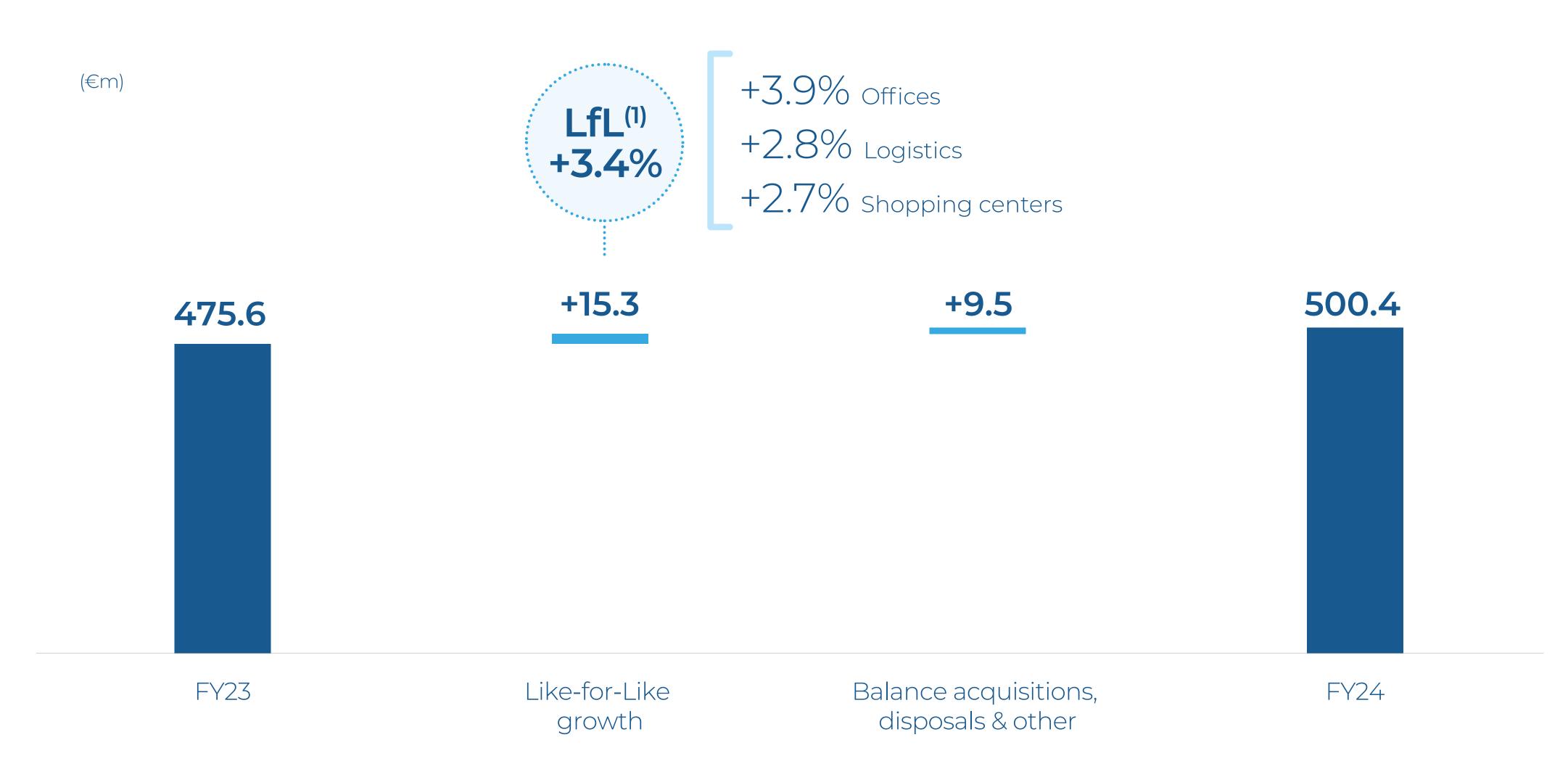
Note: Per share figures for FY24 calculated on TSO at 31/12/24 (563,724,899)

⁽¹⁾ Net of incentives

⁽²⁾ Excludes non-overhead costs items (€ 6.1m) plus LTIP accrual (€ 2.8m)



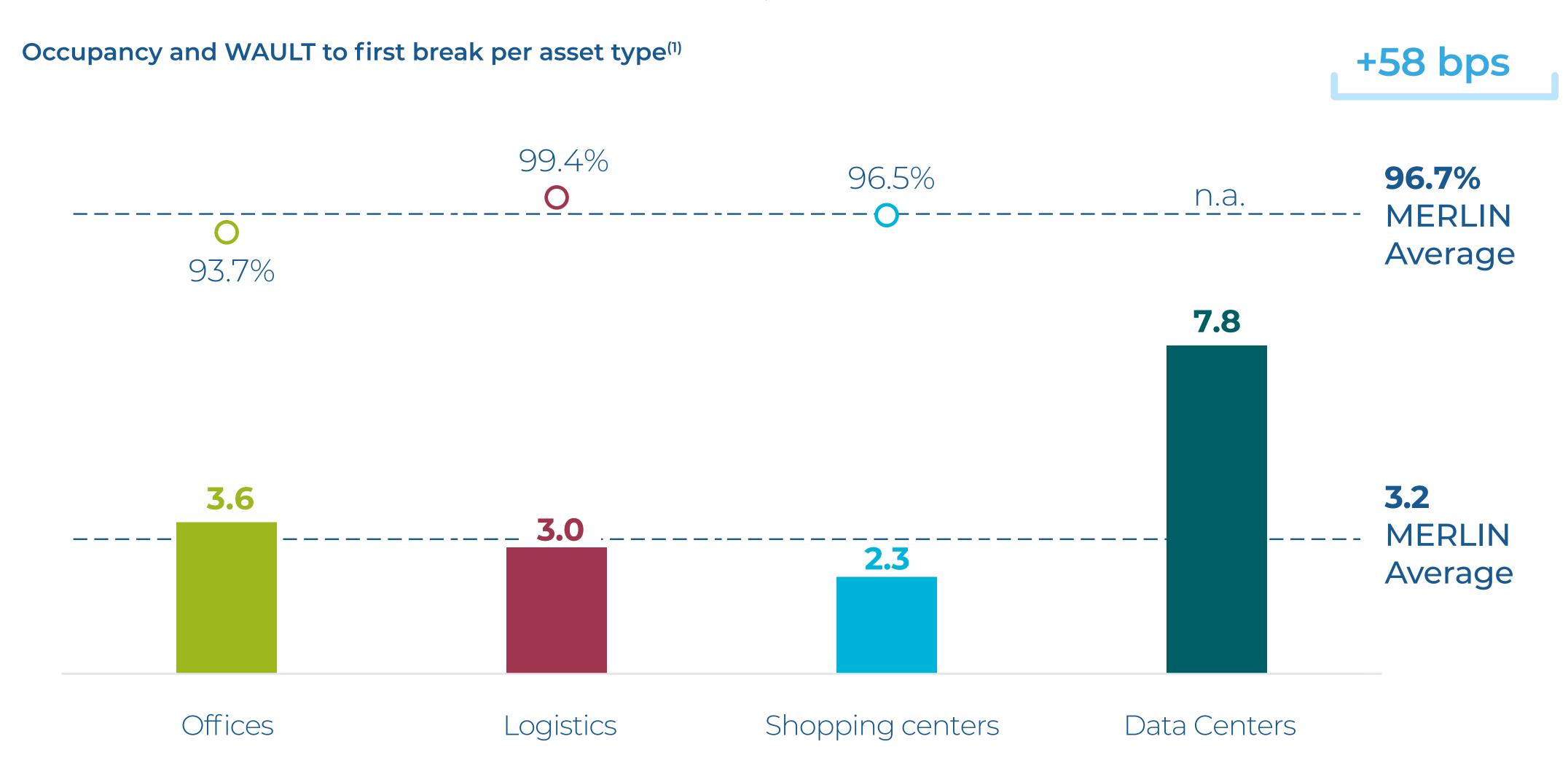
STRONG OPERATING MOMENTUM, WITH GOOD RENTAL GROWTH (+3.4% LfL)



⁽¹⁾ Portfolio in operation for FY23 (€ 453.5m of GRI) and for FY24 (€ 468.8m of GRI)



OVERALL OCCUPANCY AT 96.7% (+58 BPS VS FY23), RECORD HIGH OCCUPANCY FOR THE PORTFOLIO





GRI bridge and breakdown



GOOD LFL RENT INCREASE (+3.9%) AND RELEASE SPREAD (+2.3%) DESPITE SOME WEAKNESS IN BARCELONA



⁽¹⁾ Portfolio in operation for FY23 (€ 253.4m of GRI) and for FY24 (€ 263.2m of GRI)

Offices

Leasing activity



Contracted sqm #Renewed contracts Release spread **Tenants contracted**

Madrid

135,730

83

+1.9%

quirónsalud

BBVA

· IBOSA

GlobalMaking everyone's day brighter

INSUDPHARMA ferrovial

Barcelona

27,999

28 +2.7%

≥ROVIO

• azelis

MANGO

Lisbon

16,318 | +4.4% | LUZ SAÚDE

UNIT4

Total

180,047 | 119 | +2.3% |



5 NEWS SPACES OPENED IN THE YEAR (+31% INCREASE OF FOOTPRINT)

KPIs : 35,152 sqm : 3,439 desks : 82% occupancy : 14 spaces : € 470 ADR⁽¹⁾

New openings 2024



Plaza Ruiz Picasso 11



Torre Glóries (exp.)



Plaza Cataluña 9 (exp.)



LOOK

Pedro de Valdivia 10

New openings 2025



Plaza Ruiz Picasso 11 (exp.)
Events area



Partenón 12-14

Main contracts signed:





onetrust





Supply and demand imbalance in the Madrid office market



OUT OF FAVOR FOR INVESTORS, THE OFFICE MARKET IN MADRID HAS ADJUSTED REMARKABLY FAST TO HYBRID WORK MODELS WITH NO MAJOR SHAKEUP AND DENSIFICATION







DEMAND



- Job creation in Madrid +2.7% per annum since FY19
- 472K jobs created since pre-Covid figures (115k in 2024)

SUPPLY / FUTURE SUPPLY ()



 Vacant land plots with office use are derived to other uses (student housing, social housing, flex living, hotels), reducing potential future supply

CURRENT SUPPLY ()





- 200K sqm of offices have started their reconversion into residential in 2024, a very relevant figure for the size of the market (457K sqm in take-up in 2024)
- Flexible zoning provisions as compared to other cities
- 2m sqm of small offices in mixed use assets, within the M-30, are legally residential and are recovering their original use at an accelerated pace

MADRID OFFICE MARKET IS HEALTHY AND RESILIENT

Vacancies have already peaked and there is no subleasing risk



GRI bridge and breakdown



VIRTUAL FULL OCCUPANCY COUPLED WITH RENTAL GROWTH RESULTED IN A GOOD LFL GROWTH (+2.8%)



Logistics

Leasing activity



Contracted sqm #Renewed contracts Release spread **Tenants contracted**

Madrid

69,186 | 2 | - |



Barcelona







Other

24,778 - - |

D5V Global Transport and Logistics

Total

104,609 | 3 | +1.4% |

ZAL Port



STRONG PERFORMANCE



Stock 764,925 sqm Third parties stock (ground leases) 162,633 sqm Stock under management 927,558 sqm



Contracted sqm Release spread # contracts

188,063 (0.1%) 38

Tenants











Occupancy by area

FY23 **96.9%**

+169 bps →

FY24 **98.6%**

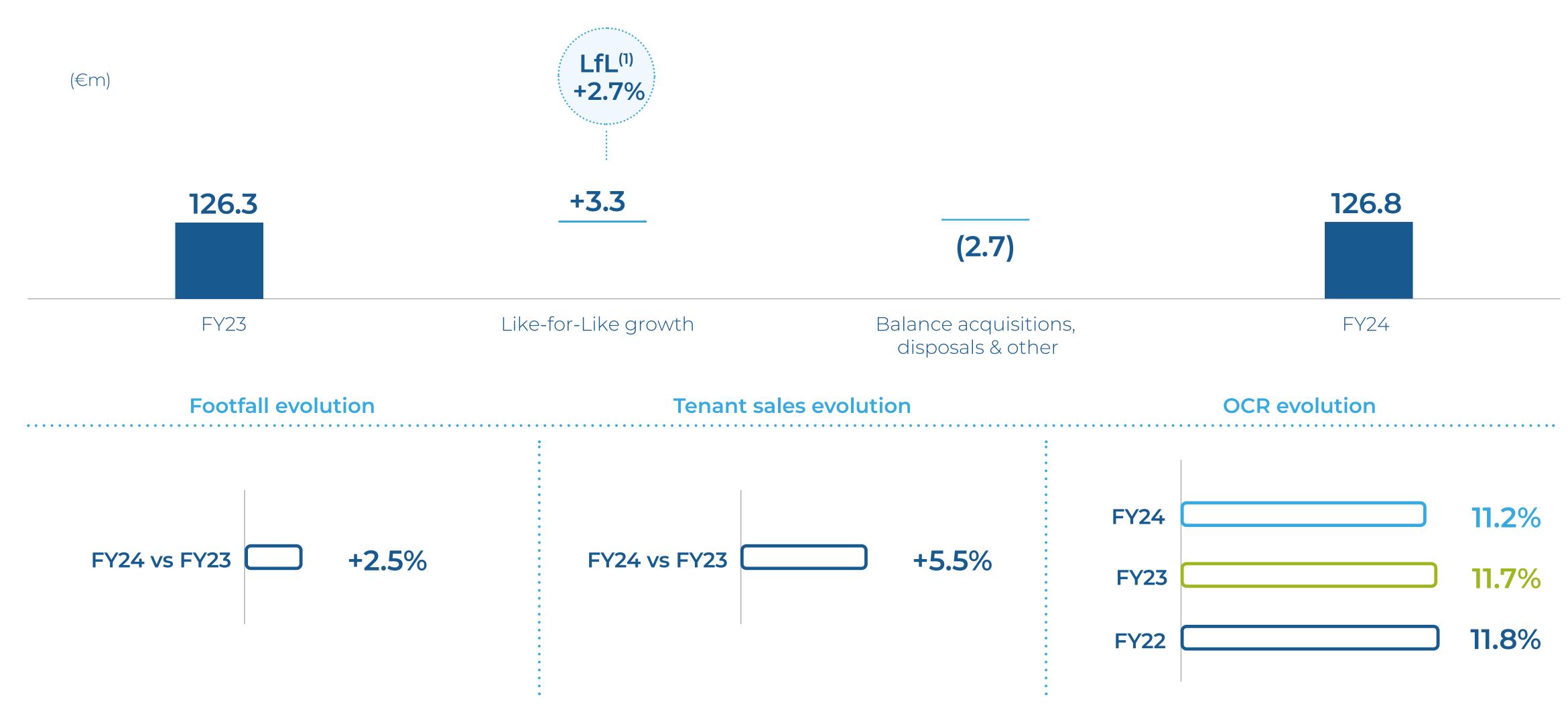
€m	FY24	FY23	YoY
Gross rents	76.1	74.8	+1.7%
Net rents	75.2	74.5	+1.0%
EBITDA	71.9	71.5	+0.6%
FFO ⁽¹⁾	44.8	45.3	(1.0%)



GRI bridge and breakdown



STRONG MOMENTUM IN TERMS OF FOOTFALL AND SALES WHILE MAINTAINING HISTORICALLY LOW OCR AT 11.2%



GRI bridge and breakdown



OCCUPANCY AT RECORD-HIGH LEVELS (96.5%)

All portfolio Release spread

contracts

Tenants

+3.3%

144















Total

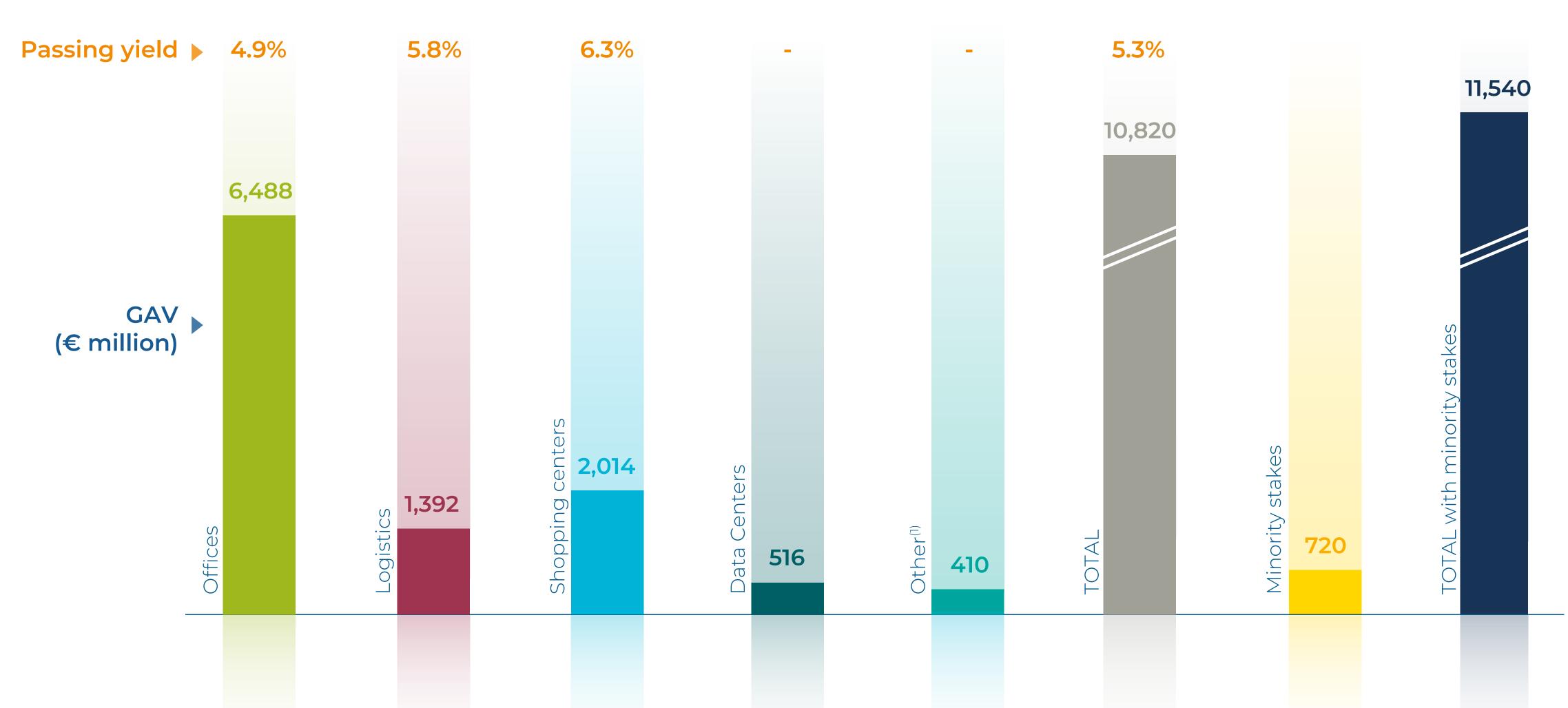
Contracted sqm

69,262





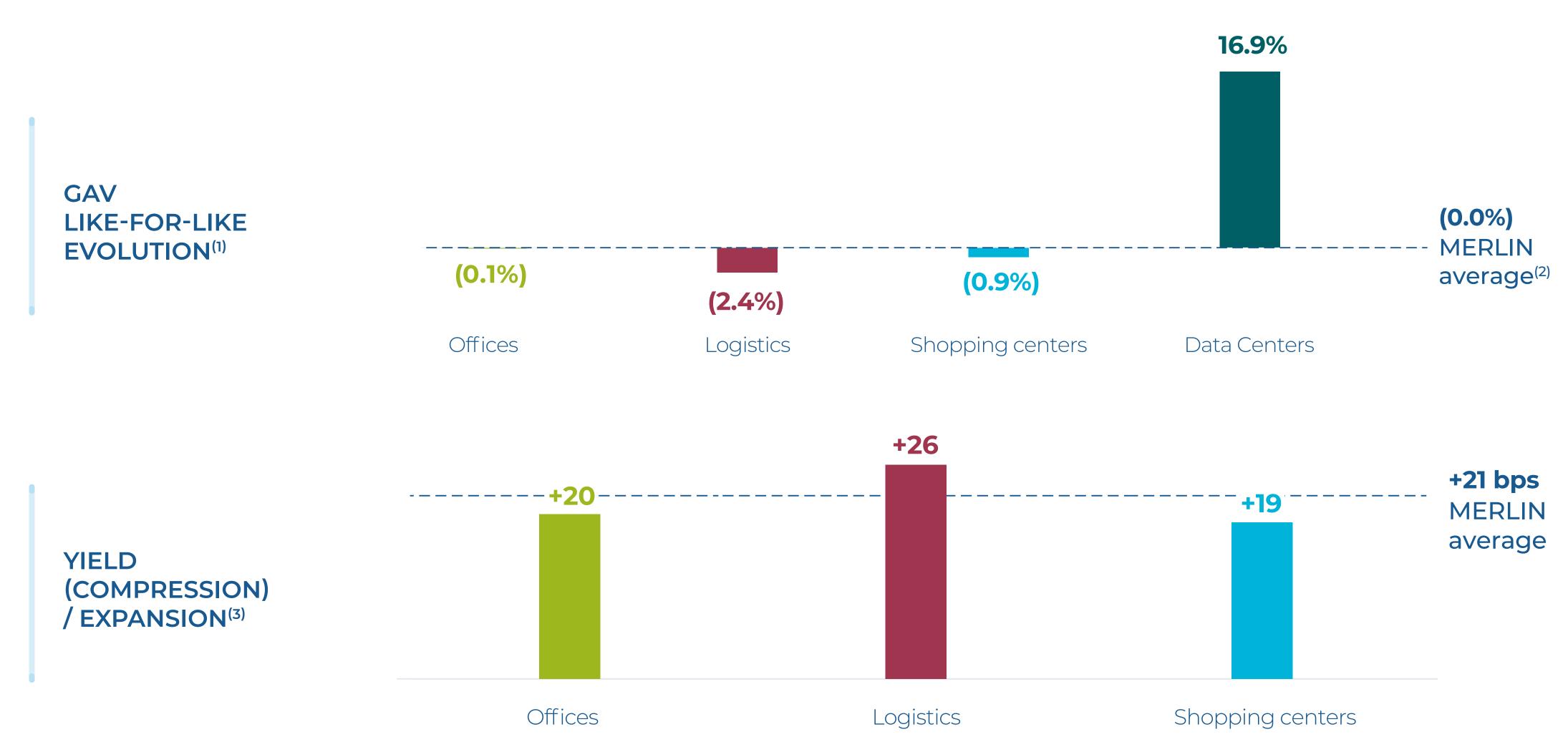
VALUE CREATION IN DATA CENTERS (€ 60.3M) HAVE OFFSET THE ADJUSTMENT OF THE REMAINING PORTFOLIO



GAV drivers



21 BPS EXPANSION DURING THE YEAR ACROSS THE PORTFOLIO



⁽¹⁾ GAV of WIP projects included under its respective asset class for LfL purposes

⁽²⁾ Including equity method

⁽³⁾ Based on passing rent

Valuation and debt position

Sound financial structure



RATING UPGRADE BY BOTH S&P & MOODY'S

	31/12/2024	31/12/2023
Net debt	€ 3,347m	€ 4,050m
LTV	28.3%	35.0%
Average cost (spot)	2.46% (2.55%)	2.38% (2.71%)
Fixed rate debt	100%	99.7%
Average maturity (years)	4.3	5.1
Liquidity ⁽¹⁾	€ 2,364m	€1,309m

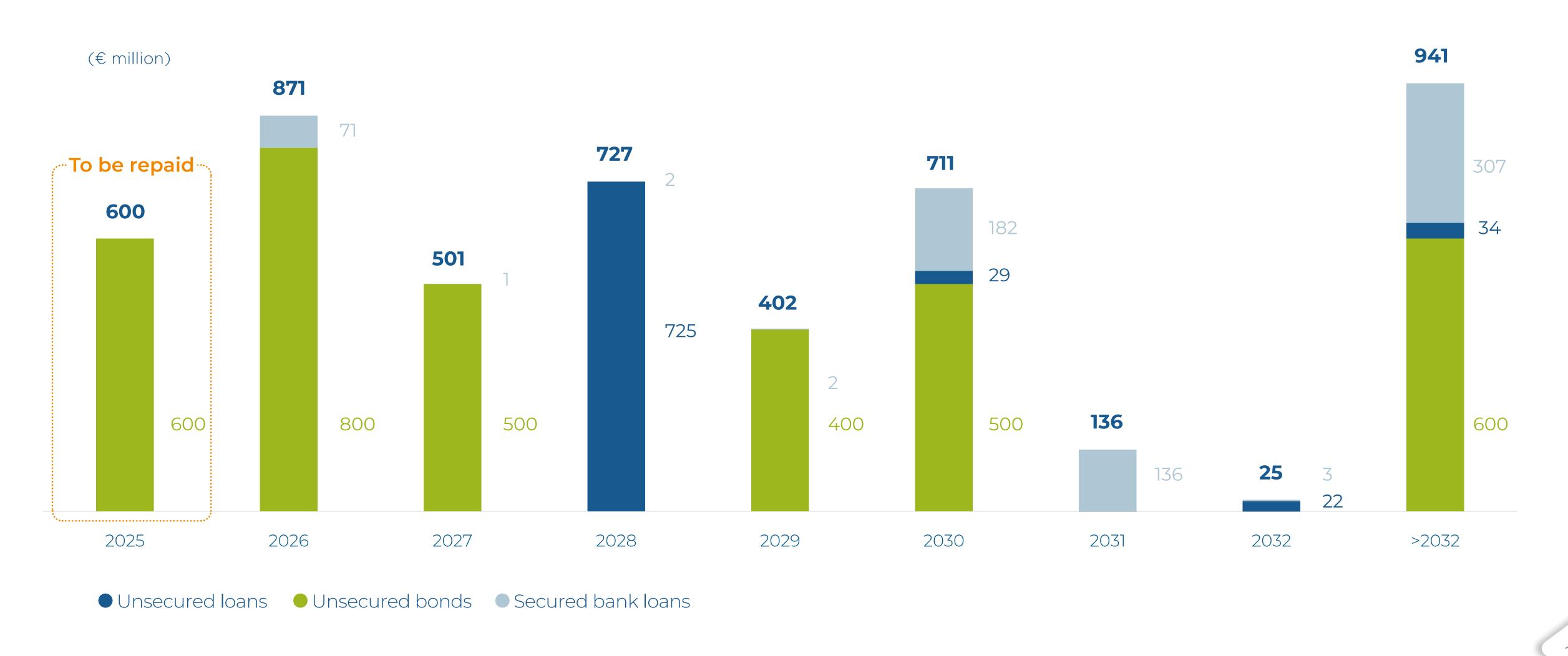
Moody's	Baal	Stable
S&P Global	BBB+	Stable
	Rating	Outlook

⁽¹⁾ Includes cash (€ 1,552.7m), treasury stock (€ 14.5m) and undrawn credit facilities (€ 797.3m) in FY24

Sound financial structure



2025 REFINANCING TO BE REPAID WITH AVAILABLE CASH







Investments

• Consolidating 100% ownership in Plaza Ruiz Picasso extension (ca. 4,500 sqm)



- DC Landbank:
 - Bilbao Arasur DC
 - Purchase options in Navalmoral de la Mata & Valdecaballeros
 - Madrid-North

Non-core divestments

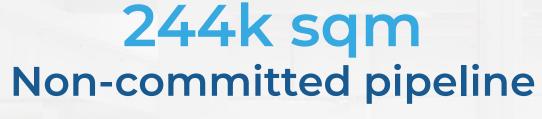
 Mainly focused on office reconversion to residential, a trend that will continue in 2025





⁽¹⁾ Including land cost (2) 68k sqm to be delivered in 2H27





Value creation

Pending Capex
€ 121m

Expected stabilized GRI
€ 13.8m

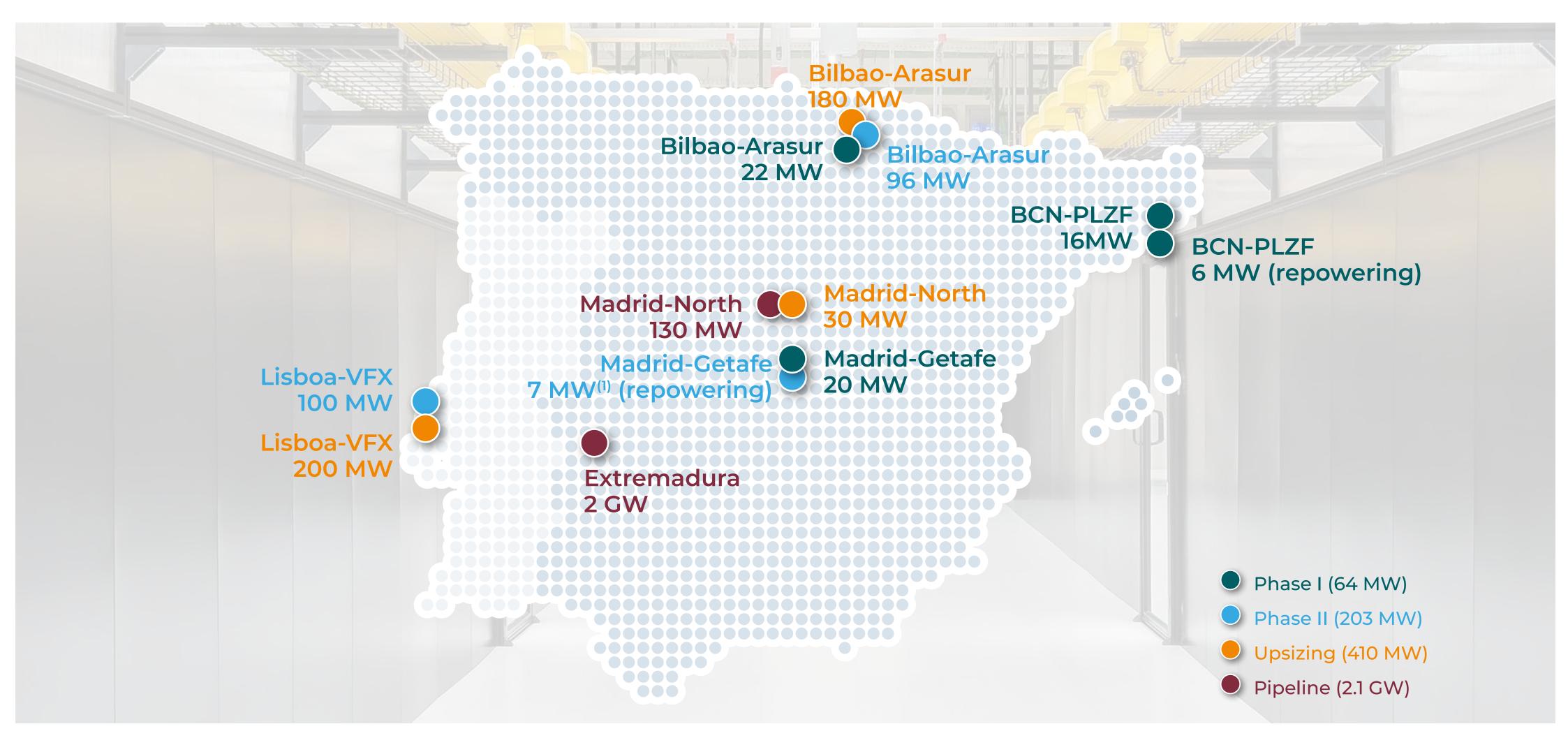
YoC⁽¹⁾ ±7.0%

YoC Capex **11.4**%





SECURING THE FUTURE OF PLAN MEGA



Digital Infrastructure Plan | MEGA Plan Overview

Extremadura

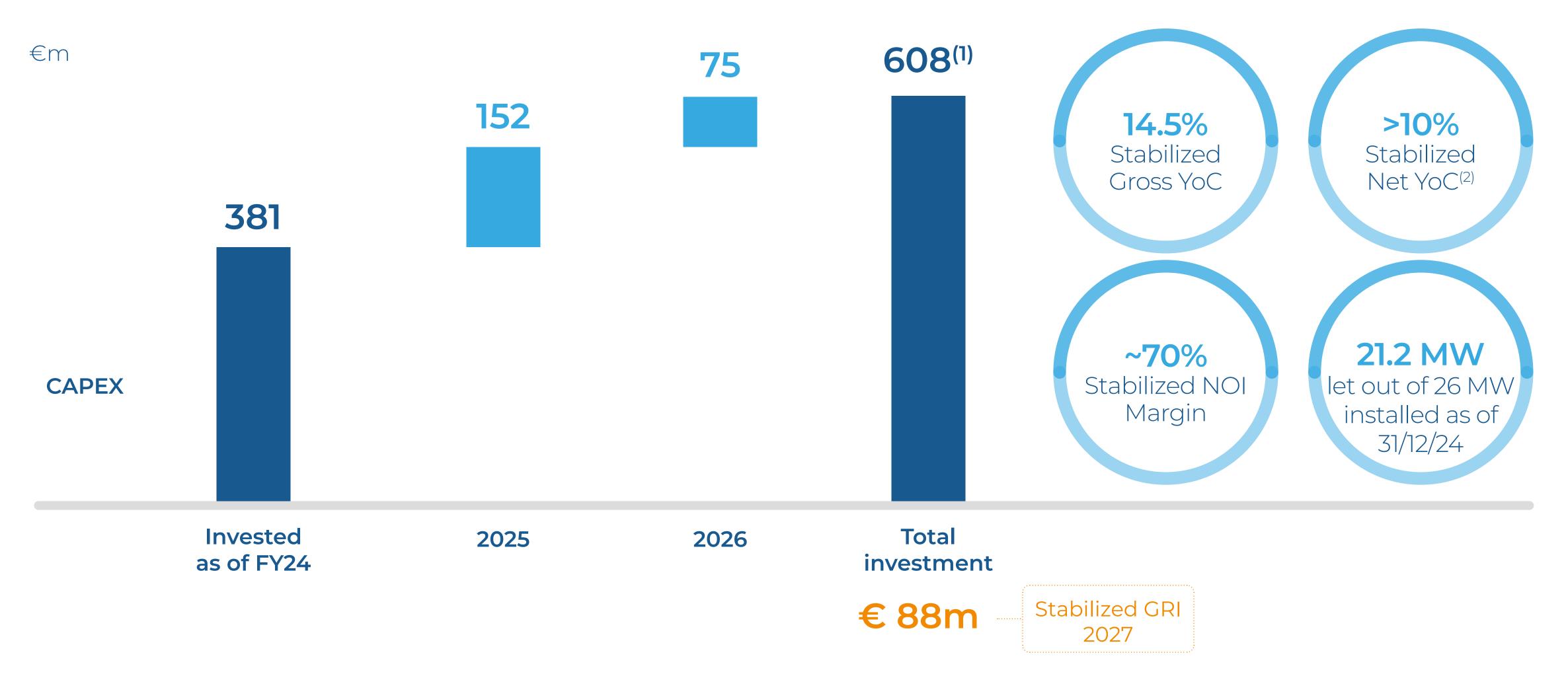
4	

		Phase I	Phase II	Upsizing	Pipeline
Total IT Capacity (MW)		64	203	410	2,130
Stabilization year		2027	2029		
Capex (€m)		608	2,106		
Stabilized GRI (€m)		88	313		
Gross YoC		14.5%	14.2%		
Funded					
ocation	Madrid	MAD01-GET (20 MW)	MAD01-GET (+7 MW) repowering	MAD-NTH (30 MW)	MAD-NTH (130 MW)
	Basque country	BIO03-ARA (22 MW)	BIO-ARA (96 MW) 02 & 01	BIO-ARA (180 MW) 04 & 05 & 06	
	Barcelona	BCN-PLZF (22MW) 16MW + 6MW repowering			
	Lisbon		LIS-VFX (100 MW)	LIS-VFX (200 MW)	

Extremadura (2 GW)



ADVANCED NEGOTIATIONS FOR PHASE I LEASES BRING ONE YEAR CLOSER GRI STABILIZATION TO 2027

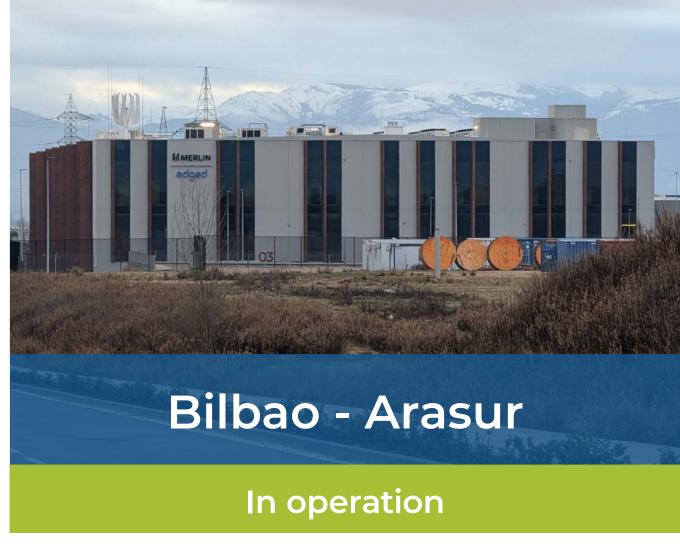


33



DATA CENTER PHASE I DEVELOPED ACROSS THREE SITES, WITH 26MW EQUIPMENT INSTALLED AS OF FY24





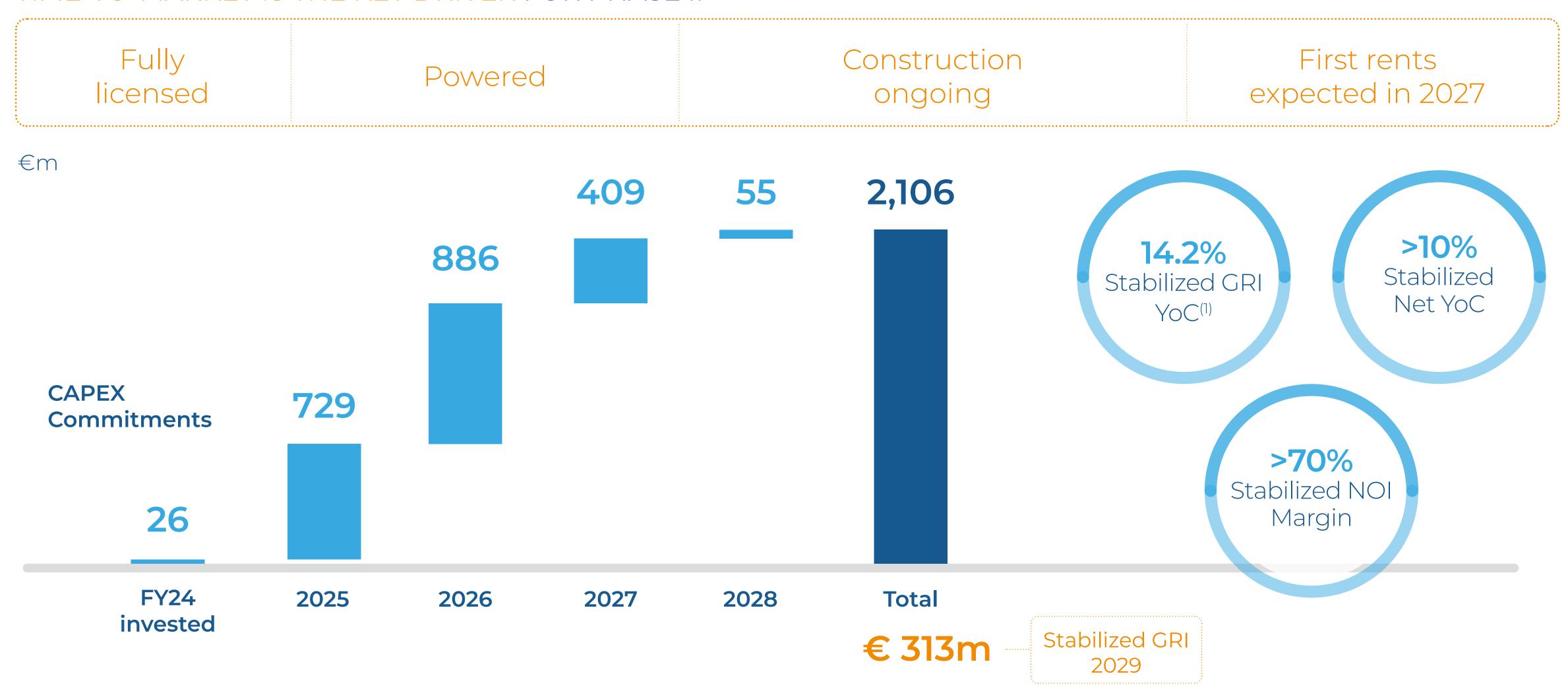


IT capacity	22 MW ⁽¹⁾	22 MW	20 MW	
Electricity supplied			(phased until 1H26)	
Equiped at FY24	16 MW	6 MW	4 MW	
Pending equipment	+6 MW in 1H26	+16 MW in 2Q25	+16 MW in 4Q25	
Bookings	n.m.	100%	70%	

(1) Include 6 MW of repowering



TIME-TO-MARKET IS THE KEY DRIVER FOR PHASE II











7 MW 96 MW 100 MW IT capacity (Repowering) Power 140 MW 250 MW $10 \, \text{MW}^{(1)}$

Supplied Power by 1H26⁽¹⁾ supply

Granted

• BIO-ARA02: 70 MW supplied upon construction. No further infrastructure needed

• BIO-ARA01: 70 MW with aerial lines and infrastructure needed. Connection works to be completed by 4Q26

Supplied upon construction









80 MW repowering (Ongoing redensification of buildings)

120 MW extension in adjacent landplot

TOTAL 200 MW

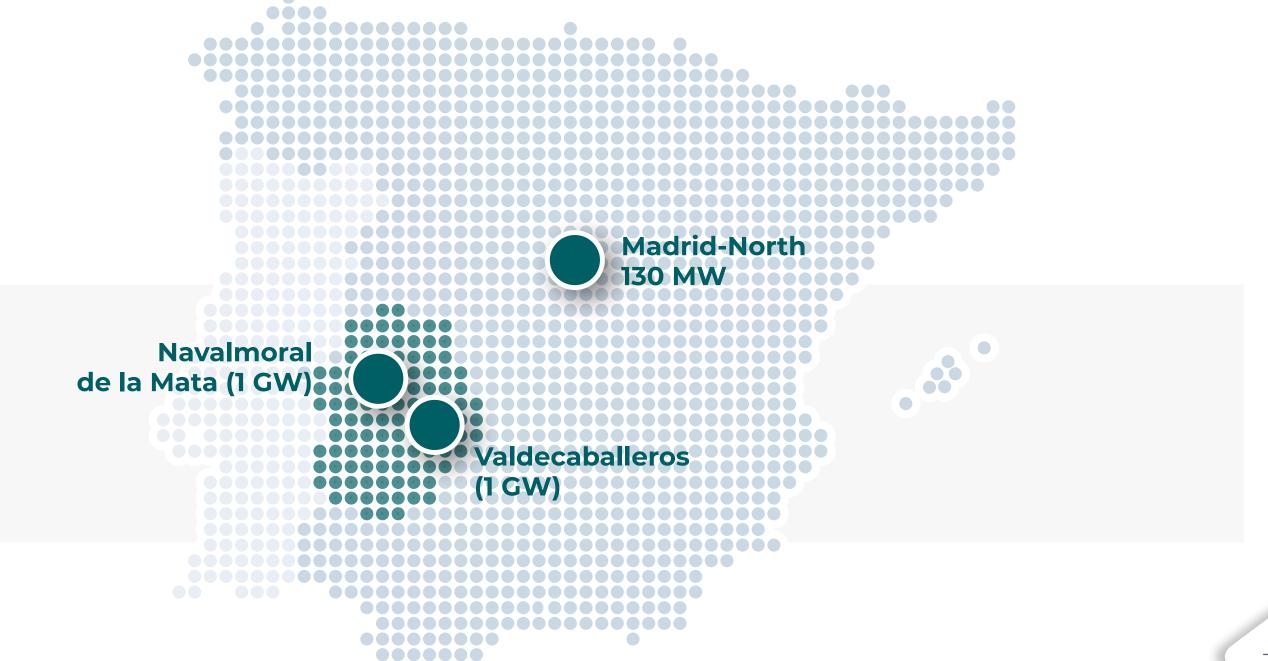
180 MW extension in adjacent landplot

30 MW IT

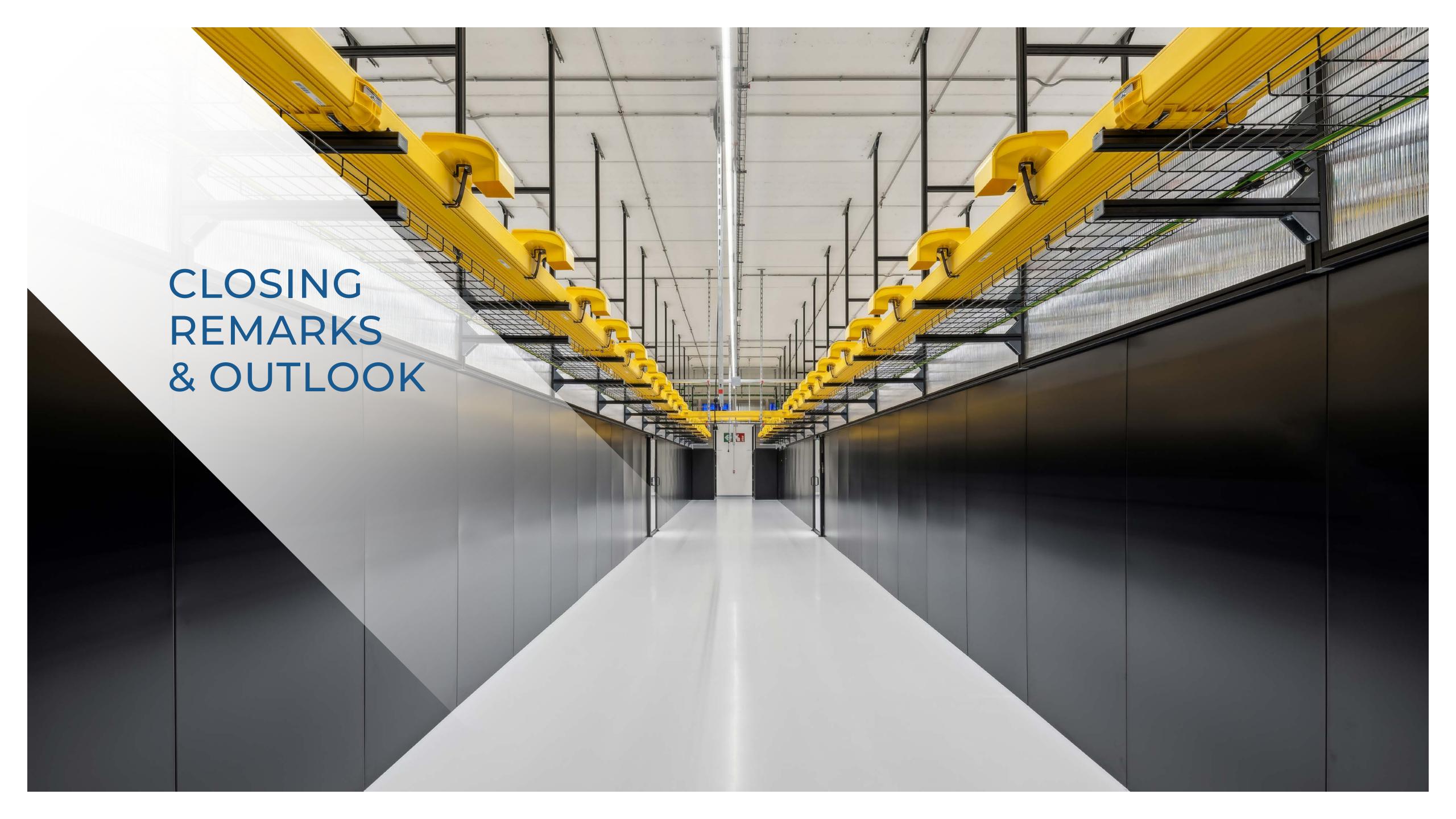
Power sourced & granted



- Navalmoral de la Mata and Valdecaballeros stand out for their abundant power supply; two projects which will comprise the development of multiple data center buildings with ca. 1GW of IT capacity in each site
- Extremadura produces approximately six times the electricity it consumes. The Data Center will leverage the region's vast sustainable energy generation capacity, which is derived from renewable sources and nuclear energy for low or zero carbon emissions
- Access to the dark
 fiber networks
 coming from Lisbon
 to Extremadura
 including the one
 established by
 MERLIN-Edged to
 interconnect its data
 centers in Lisbon,
 Madrid, Barcelona
 and Arasur
- Focused on generative AI and advanced computing, its modular system supports densities of up to 70kW per rack with air cooling and 200kW per rack with a plug-and-play liquid cooling
- Our ultra-efficient technology reduces energy overhead by 74% compared to conventional data centers



000





OPERATIONS

- MERLIN has delivered strong performance in all key financial and operating metrics (LfL rental growth, occupancy, release spread and FFO generation)
- Occupancy at an all-times high across the board

VALUE CREATION

- Logistics: efforts are focused on the development portfolio distributed among selected locations in Madrid, Lisboa, Valencia, Vitoria and Seville
- Mega Plan:
 - Works in Mega Plan continue progressing well with the aim of reaching 58 MW of equipment installed in 2025, and reach full commercialization during 2027
 - Agreement with the regional government of Extremadura to promote 2 Al campus of 1 GW IT capacity each in Navalmoral de la Mata and Valdecaballeros, securing powered landplots for long-term backlog

OUTLOOK

- 2025 will be a year focused on the development of Data Centers, a cash-draining division until stabilization
- Uneventful year in term of debt with no maturities until November 2026, after 2025 refinancing repayment
- 2024 dividend proposal (€ 0.40 p.s.):
- € 0.18 p.s. already paid in December
- € 0.22 p.s. to be decided and paid by the Board of Directors subject to 2025 AGM approval
- Estimated FFO for 2025 will be around € 0.54 p.s. corresponding to a dividend of ±0.40 p.s.



Paseo de la Castellana, 257
28046 Madrid
+34 91 769 19 00
info@merlinprop.com
www.merlinproperties.com