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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 Thursday, <u>February 29th, 2024, 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/1364-2525-38992/en

Dial-in: <u>https://aiti.capitalaudiohub.com/merlin/reg.html</u>

Madrid, February 28th 2024



MERLIN launches its data centers operations, with traditional asset classes proving a solid operational strength

- Gross rents: € 475.6 million (+5.0% YoY)
- EBITDA: € 367.0 million (+9.7% YoY)
- Operating profit (FFO): € 284.2 million (+9.6% YoY PF exc. Tree)
- Gross asset value: €11,270 million (-3.4% LfL vs. FY22)
- Net asset value per share: € 15.08 (-3.8% vs. FY22)

• The good operating profit results (FFO PF +9,6% vs. FY22) offsets the yield expansion (+42 bps vs. 2022), limiting the drop in valuations to -3.4%

• Operating profit above €284 million (€61 cents per share), exceeding guidance provided to the market at the beginning of the year

• Growth in all key financial and operating metrics such as occupancy (96.2% +110 bps vs. FY22) or like-for-like rents (+6.5% vs. FY22)

• Net asset value according to EPRA recommendations (EPRA NTA) stands at €15.08 per share, after deducting €44 cents of dividend paid in the period

• The company maintains a solid financial structure, low leverage (35% LTV and debt maturity stands at 5.1 years.

Madrid, 28th February – MERLIN Properties has reported FY23 results, with total revenues of €488.3 million (including gross rents of €475.6 million), EBITDA of €367.0 million and FFO of €284.2 million (€61 cents per share).

Gross asset value (GAV) of the portfolio amounts to $\in 11,270$ million, affected by a significant yield expansion (+42 bps) with a limited impact on valuations (-3.4% vs. 2022) thanks to an extraordinary operating performance, based on rental growth and higher occupancy as well as the value created in the new logistics developments and Data Centers. Net asset value amounts to $\in 7,083$ million ($\in 15.08$ per share), down 3.8% vs. 2022.

Negative net earnings (-€83.5 million), as the decline in valuations (€336 million) is deducted from the operating profit.

After the distribution to shareholders of €207 million (€0.44 per share), the loan-to-value stands at 35%, with a liquidity position of €1,309 million and an average debt maturity of 5.1 years.

All maturities have been covered until November 2026 with a mix of bank debt and bonds, with an implicit margin of MS+125 bps.



<u>Offices</u>

• Business performance

Significant increase in like-for-like (+6.1%) thanks to indexation and positive release spread. The occupancy guidance given to the market has been beaten, reaching 92.5%.

• Landmark Plan

First tenants in Plaza Ruiz Picasso 11 began occupying the asset in the last quarter of the year, while others are occupying it throughout 2024. These are best-in-class tenants, at prime rents, in line with the high standard set by the building.

<u>Logistics</u>

• Business performance

Excellent performance in the logistics portfolio in the period, with like-for-like rental growth of +4.8% thanks to improved occupancy, indexation and rental increase in renewals. Outstanding year in commercialization, with more than 297,000 sqm signed. Virtually full occupancy both in MERLIN (99.0%) and in ZAL Port (96.9%).

Best Plan II & III

Development in Best II & III plans continue, having delivered to-date 478,000 sqm at an average yieldon-cost of 7.8%. The Company has delivered and let to Pepco in 1Q24 the only warehouse developed in 2023 (A2-Cabanillas Park II B) with 47,000 sqm.

MERLIN counts with more than 550,000 sqm of additional landbank to develop, which enables the Company to support the future expansion of its tenants. In the coming months, we will start the construction of another 140,000 sqm for expected delivery in early 2025, with a very high level of precommercialization (+80%).

Shopping Centers

• <u>Business performance</u>

Occupancy in shopping centers (96.2%) has increased in +122 bps in 2023 with a solid operating performance. Tenant sales are above pre-Covid levels (+14%), footfall levels are also above 2019 figures (+1.2%) and continue improving vs. 2022 (+5.0%), with the effort rate at historic lows (11.7%).

<u>Mega Plan (Data Centers)</u>

The Madrid-Getafe, Barcelona-PLZF and Bilbao-Arasur data centers have been operational since September 30th 2023, with only 9MW IT installed out of total 60 MW IT capacity.

MERLIN has decided to accelerate the reception and installation of equipment due to the strong demand in commercialization, derived from the surge of generative artificial intelligence. In this



regard, pilot technical modifications have begun in Barcelona-PLZF to adapt our cooling systems to the high densities required in this industry, and we are working on repowering those assets that allow it, capitalizing on the space savings generated by these densities.

This category of assets will come to represent a very relevant share of the Company's gross rental income in the medium term, with long term leases and credit worthy tenants, leaders in the technology sector.

Portfolio valuation

The Gross Asset Value (GAV) of MERLIN amounts to €11,270 million as of December 31st, 2023, according to valuations carried out by Savills, CBRE and JLL. The general decline in valuations in the real estate sector as a result of the rising in interest rates, has been mitigated by the excellent operating performance, which has largely absorbed the yield expansion. Likewise, the value created in the new logistics developments and Data Centers has played a key role in moderating the net impact on valuations.

Investment and divestment activity

Investment activity in the year has been moderate, with only the acquisition of the department store in Marineda and the final payment of a logistics land plot in Valencia for €22.8 million.

In terms of divestment activity, the Company has sold, in 2023, non-core assets for a total amount of €38.3 million, including 2 secondary shopping centers, 1 residential unit, 1 supermarket and 1 industrial asset.

Sustainability

MERLIN's excellent year has been strongly endorsed in sustainability ratings, improving its score compared to 2022 in 6 out of 7 indexes (GRESB, CDP, S&P Global, Sustainalytics, Bloomberg, ISS, and Vigeo Eiris). Two milestones are worth highlighting: MERLIN's inclusion in one of the world's most prestigious sustainability ratings, the Dow Jones Sustainability World Index with only 5 European real estate companies present, and for the third consecutive year in a row the inclusion in the Dow Jones Sustainability Europe Index.

<u>2024 Outlook</u>

In the absence of externalities, occupancy levels in the three main asset classes (offices, logistics and shopping centers) are expected to be maintained, while rents will continue to benefit slightly from inflation as leases are indexed to the CPI.

Data centers will contribute negatively to the company's operations, harming 2024 operating profit (FFO). This is a consequence of the time lag between expenses (practically those corresponding to an ordinary year, as the assets are already operational) and revenues, which will gradually increase as we are provided with electrical power and IT equipment installed in the different locations until reaching its maximum potential, planned for the end of the second half of 2025.

The estimated operating profit (FFO) for the financial year 2024 is 59 cents per share and targeting 68 cents per share in 2025. The final dividend, in addition to the interim dividend of 20 cents distributed in December 2023, will be proposed by the Board of Directors in the near future, subject to approval by the AGM and distributable in May 2024.



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 acquisition and management of commercial property in the Iberian region, MERLIN Properties mainly invests in offices, shopping centers, logistics warehouses 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, and MSCI Small Caps indices and DJSI.

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

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FY23 RESULTS PRESENTATION

29 FEBRUARY 2024

MERLIN



MERLIN PROPERTIES



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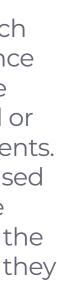
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BEX35







Ismael Clemente

Miguel Ollero COO

- FY23 Financial results
- Offices
- Logistics
- Shopping centers
- Valuation and debt position
- Sustainability
- Value creation
- Digital Infrastructure Plan
- Closing remarks & Outlook













Operating performance

- Robust operating performance overall, with strong LfL rental growth (+6.5%) and occupancy at an all-time high (96.2%)
- No surprises in Logistics, reaching full occupancy (99%) with a good organic growth LfL (+4.8%)
- Excellent results in retail, with +7.7% LfL growth, +12.1% release spread, occupancy at (96.2%) and low, stable OCR (11.7%)

Financial performance

- € 0.61 FFO per share, +9.6% increase PF excluding Tree
- Decline in valuations across the portfolio (-3.4%), taking on a **significant yield expansion** (42 bps YoY, 95 bps since FY20)
- Strong financial situation: LTV at 35.0%, 100% fixed interest rate, no debt maturities until November 2026 and € 1.3 bn liquidity

Value creation

- € 38.3m non-core disposals
- Landmark Plan: Plaza Ruiz Picasso delivered to IBM in December and to Globant and SAP in January
- Best II & III: A2-Cabanillas Park II B (47k sqm) fully let to Pepco
- Mega Plan: Three data centers have been delivered during the year:
 - MAD01-GET: 3 MW installed / 20 MW capacity
 - BCN01-PLZF: 3 MW installed / 16 MW capacity
 - BIO03-ARA: 3 MW installed / 24 MW capacity

• Offices continue performing well demonstrated by positive release spread (+1.2%), healthy LfL growth (+6.1%) and high occupancy (92.5%)





FY23 Financial results

FFO OF € 0.61 PER SHARE, EXCEEDING GUIDANCE

(€ million)	F
Gross rents	4
Gross rents after incentives	44
Net rents ⁽¹⁾	4
EBITDA ⁽²⁾	30
Margin	77
FFO ⁽³⁾	28
Margin	59
AFFO	20
IFRS net profit	(8
EPRA NTA	7,
(€ per share)	
FFO	1
AFFO	(
EPS	((
EPRA NTA	15

⁽¹⁾ Net of incentives

⁽²⁾ Excludes non-overhead costs items (\in 2.7m) plus LTIP accrual (\in 2.8m)

⁽³⁾ FFO equals EBITDA less net interest payments, less minorities, less recurring income taxes plus share in earnings of equity method APM: definitions and reconciliation of APMs to the latest audited financial accounts can be found on page 60 of https://ir.merlinproperties.com/wp-content/uploads/2024/02/Results-report-FY23-1.pdf

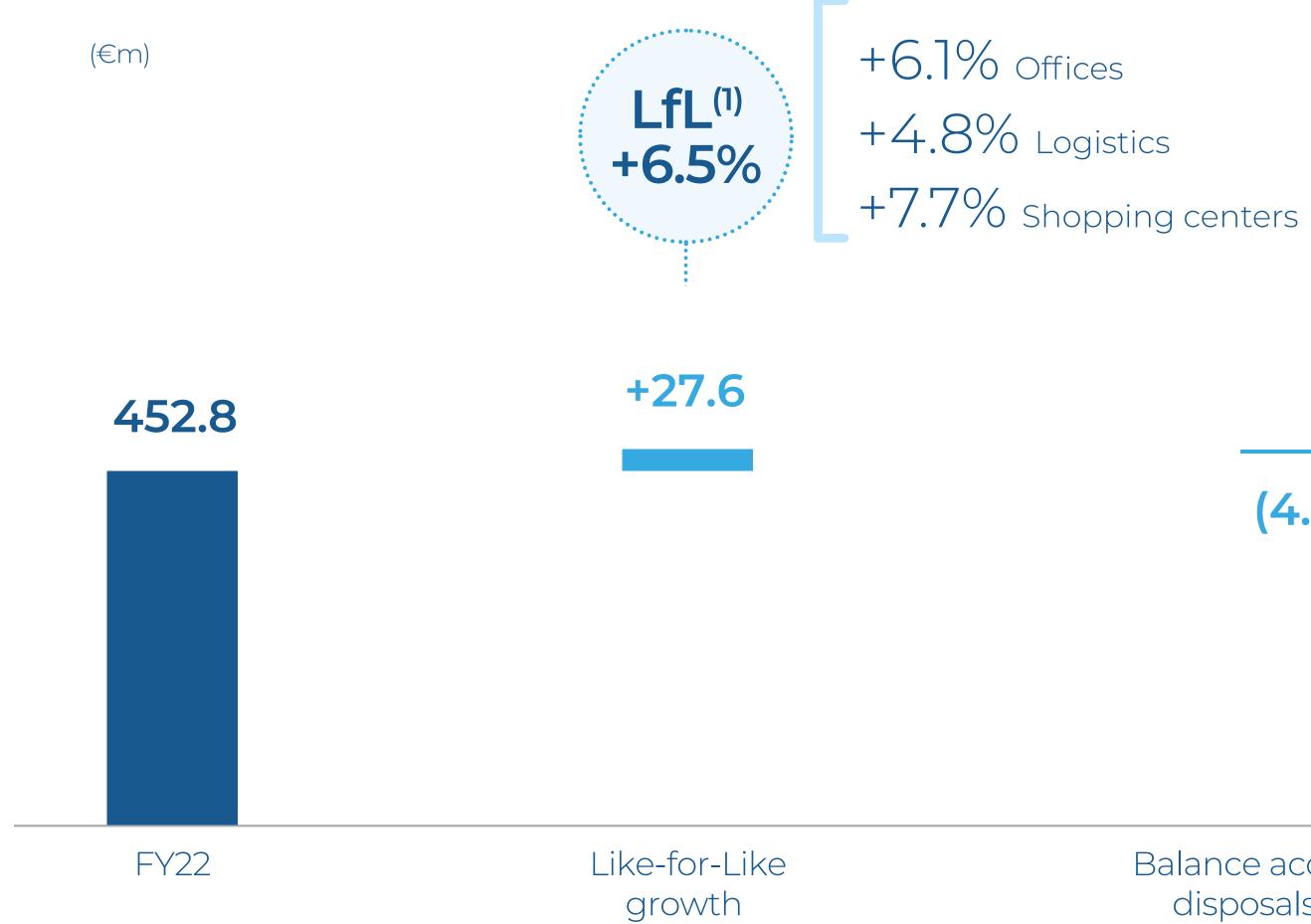
FY23	FY22	YoY
475.6	452.8	+5.0%
47.2	428.2	+4.5%
403.7	378.9	+6.6%
367.0	334.7	+9.7%
7.2%	73.9%	
84.2	290.5	(2.1%)
9.8%	64.1%	
263.4	271.2	(2.9%)
83.5)	263.1	n.m
7,083	7,362.9	

0.61	0.62	(2.1%)
0.56	0.58	(2.9%)
0.18)	0.56	n.m
5.08	15.67	(3.8%)



GRI bridge FY23 Financial results

OUTSTANDING LFL GROWTH IN THE PERIOD (+6.5%)



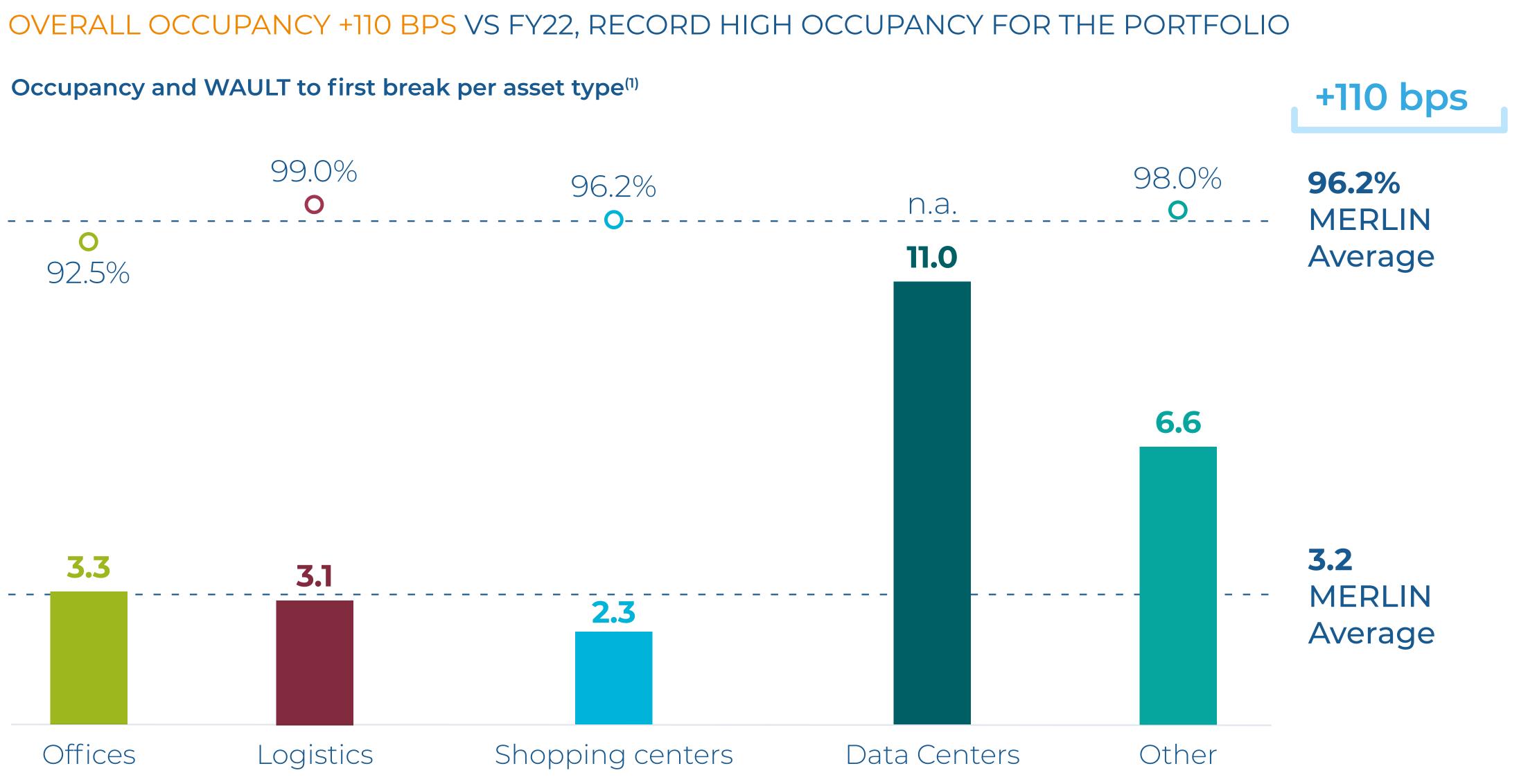
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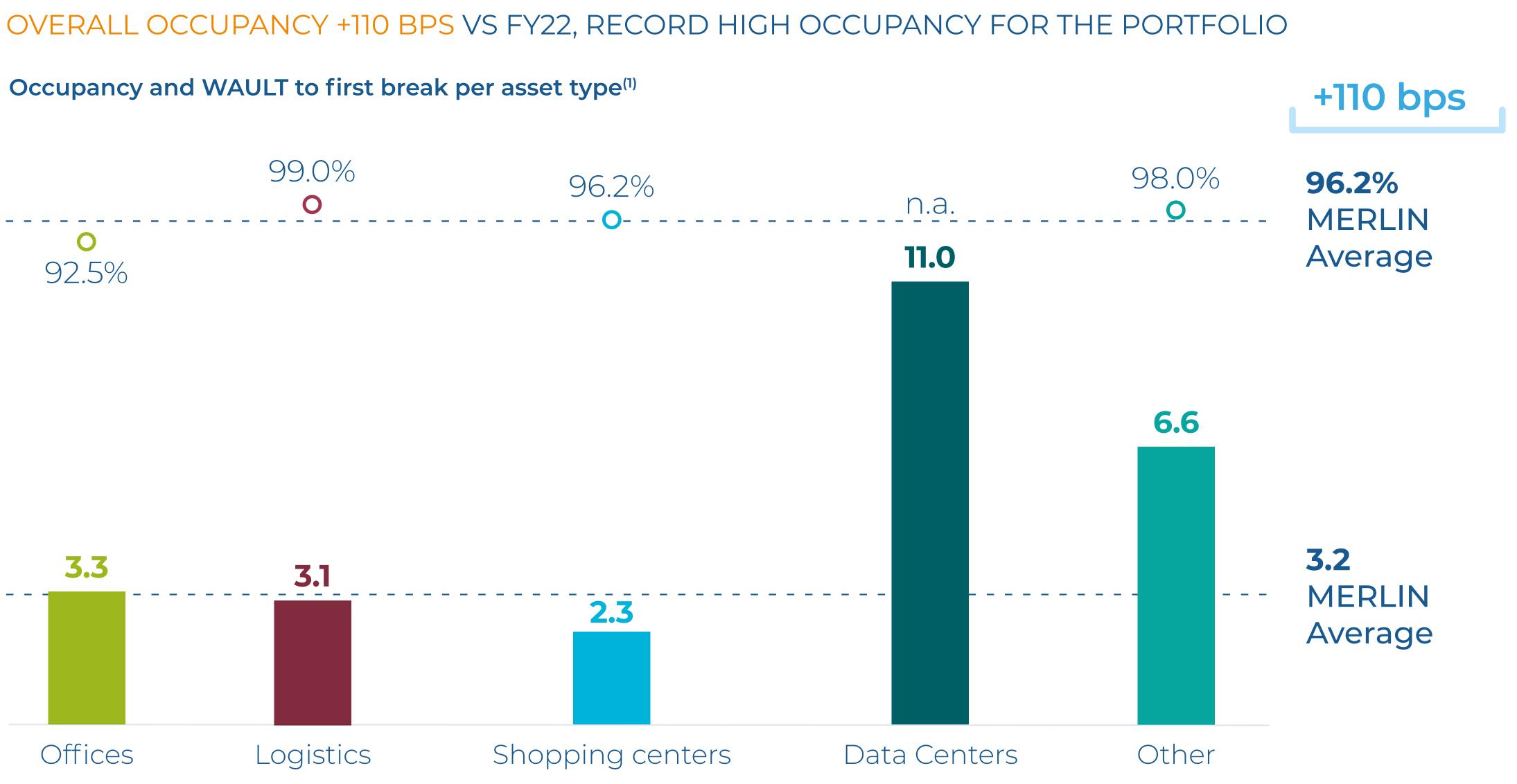
475.6

Balance acquisitions, disposals & other







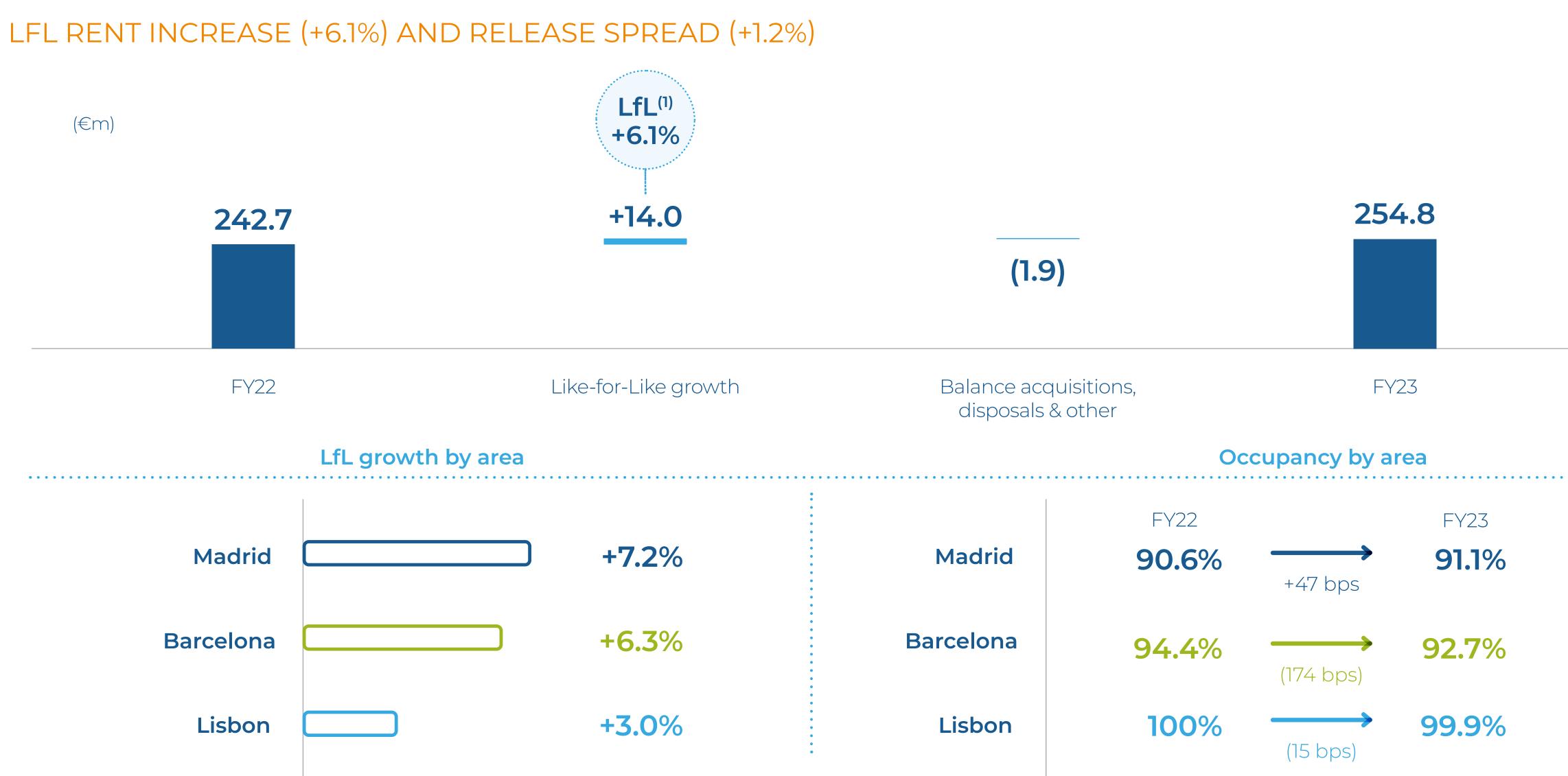


⁽¹⁾ WAULT by rents means the weighted average unexpired lease term to first break, calculated as of 31st December 2023



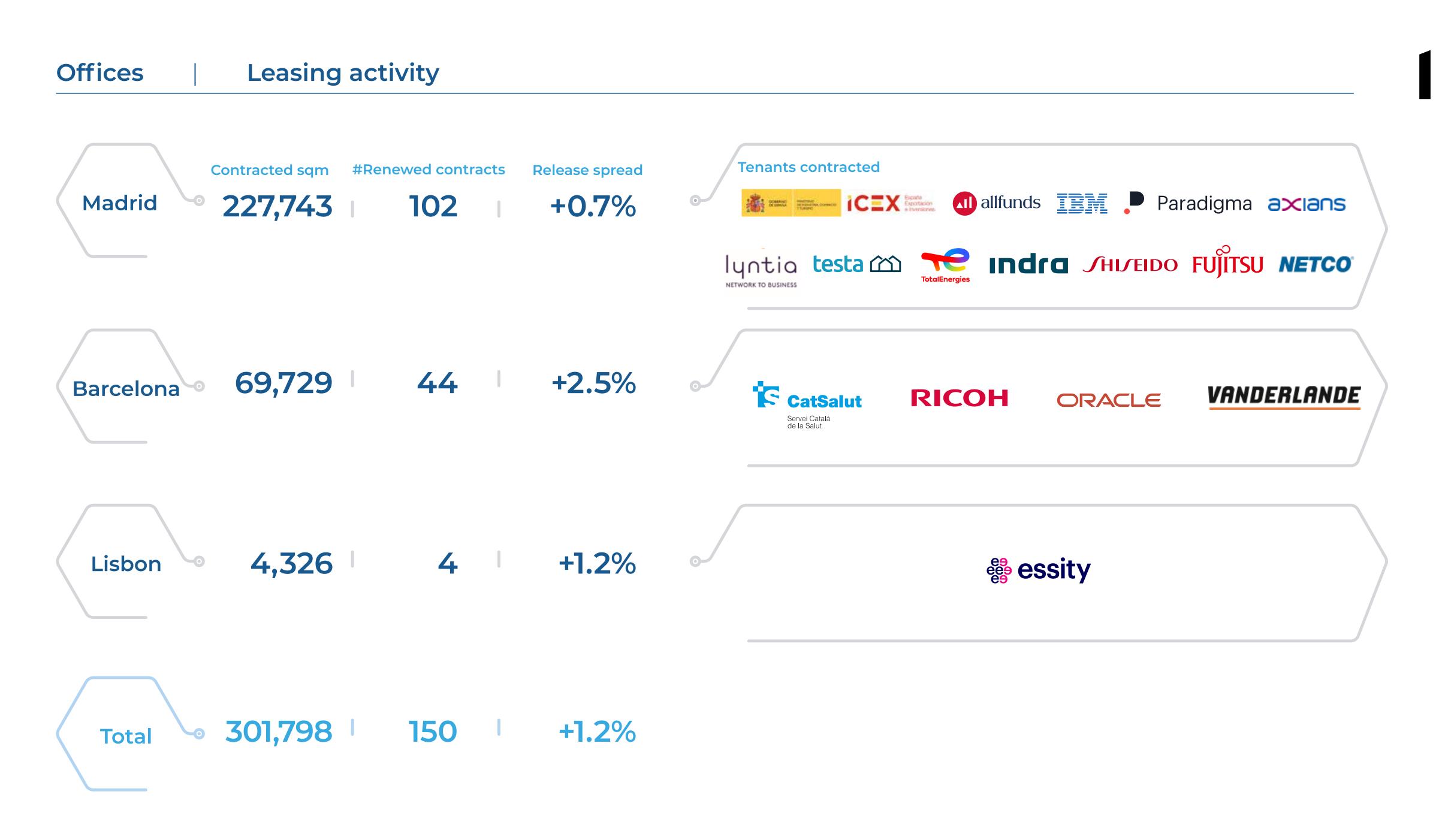


GRI bridge and breakdown Offices



⁽¹⁾ Portfolio in operation for FY22 (€ 228.7m of GRI) and for FY23 (€ 242.7m of GRI)





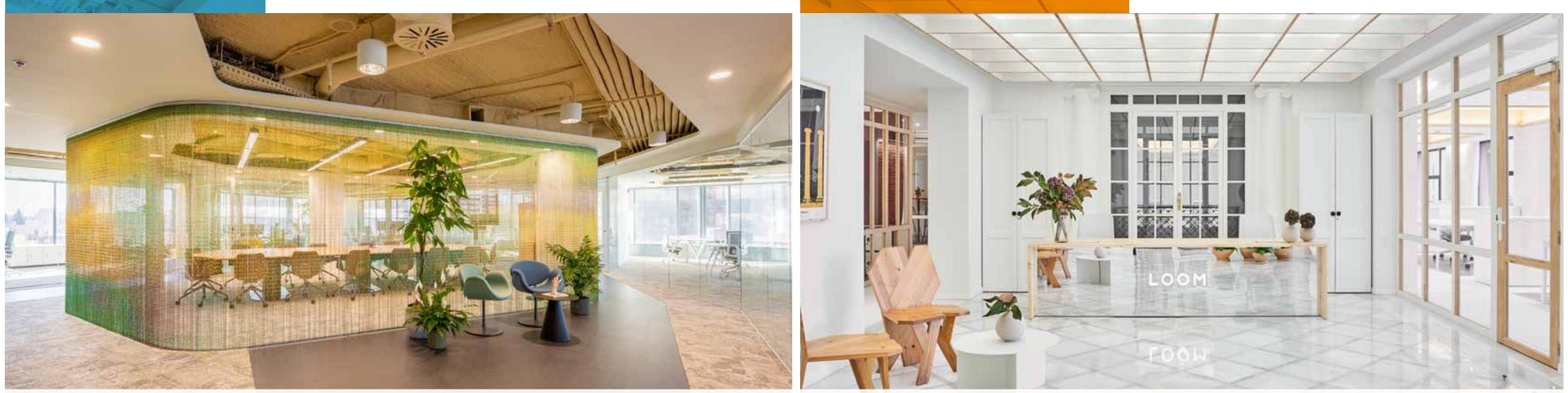


1 NEW SPACE OPENED IN THE YEAR

KPIs

: 26,748 sqm : 2,703 desks : 84% occupancy : 12 spaces : € 375 ADR⁽¹⁾

New opening 2023



Castellana 85. 275 desks

Plaza Cataluña 9 has received the Architizer A+ Award for the best co-working in the world

⁽¹⁾ ADR: Average monthly desk rate

5 new openings in 2024

Plaza Cataluña 9. exp. 80 desks





LOGISTICS



Logistics | GRI bridge and breakdown

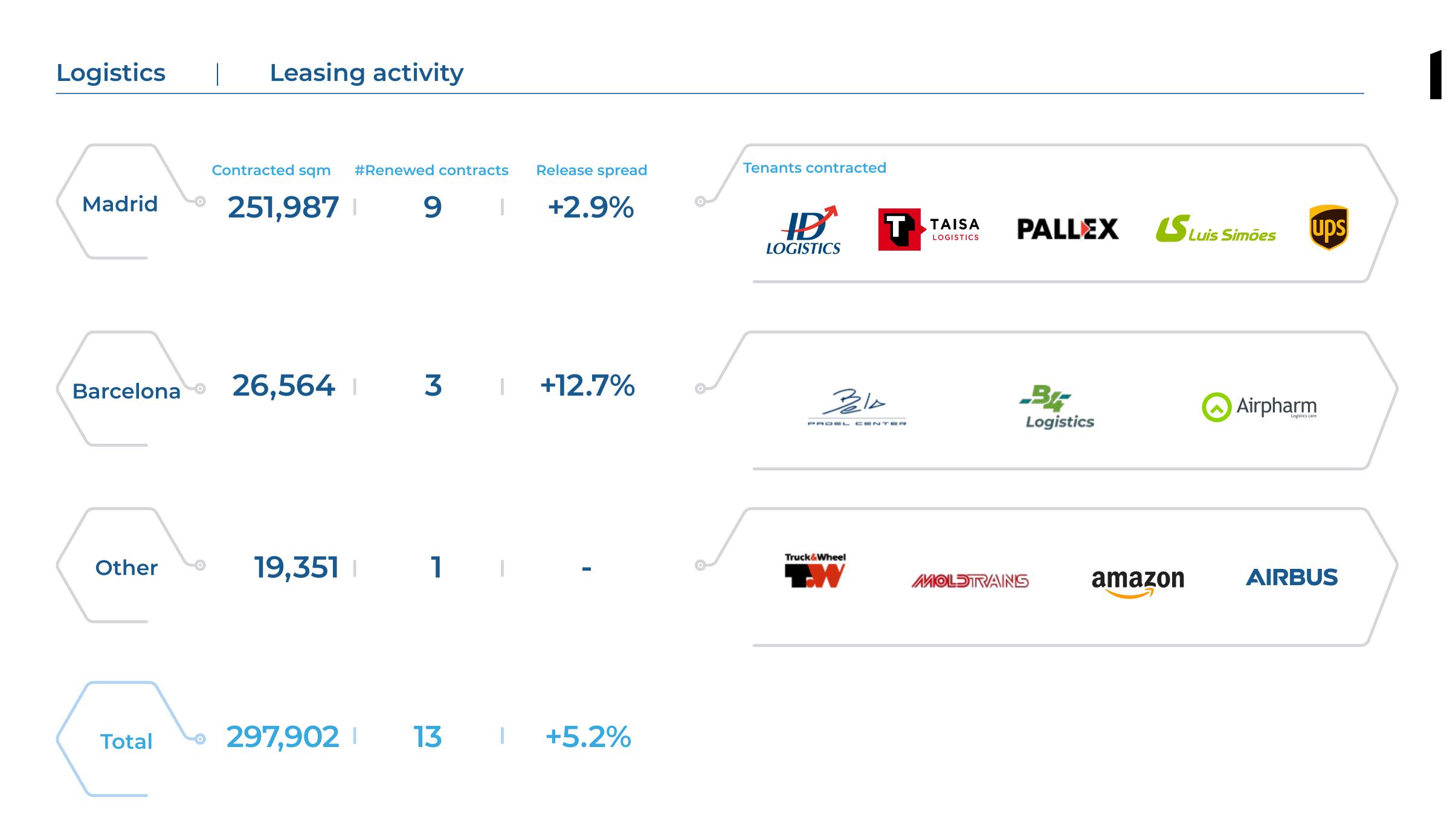
VIRTUAL FULL OCCUPANCY COUPLED WITH RENTAL GROWTH RESULTED IN A GOOD LFL GROWTH (+4.8%)



⁽¹⁾ Portfolio in operation for FY22 (€ 72.0m of GRI) and for FY23 (€ 75.5m of GRI)



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STRONG PERFORMANCE



	Contracted sqm 103,061	Release spread	# contracts
ZAL Port	Occupancy by are	a	
		— (279 bps) →	FY23 96.9%
€m			FY23
Gross rents			74.8
Net rents			74.5
EBITDA			71.5
FFO ⁽¹⁾			38.8

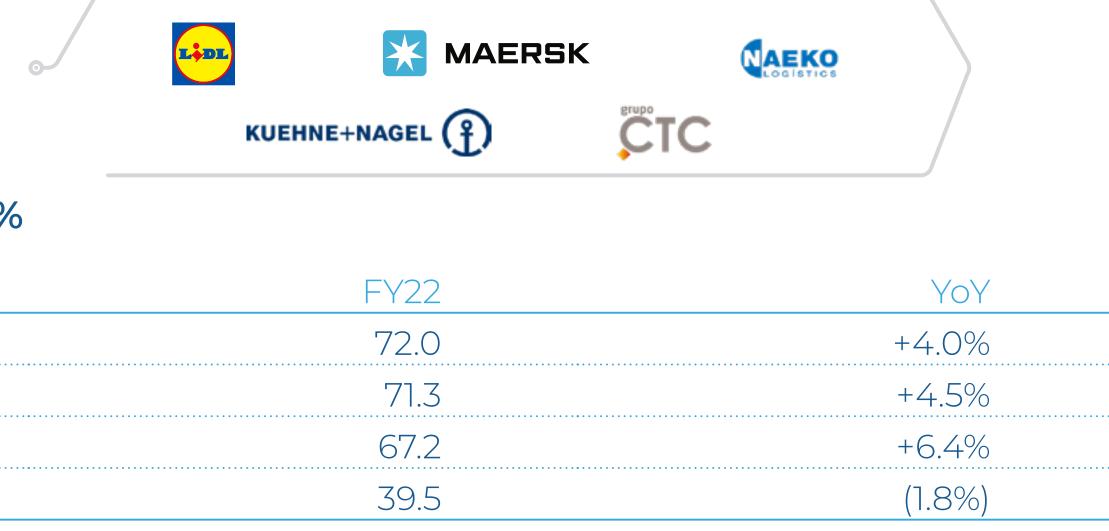
⁽¹⁾ After deducting leasehold concession charge

Stock **757,003 sqm**

Third parties stock (ground leases) **162,633 sqm**

Stock under management 919,636 sqm

Tenants







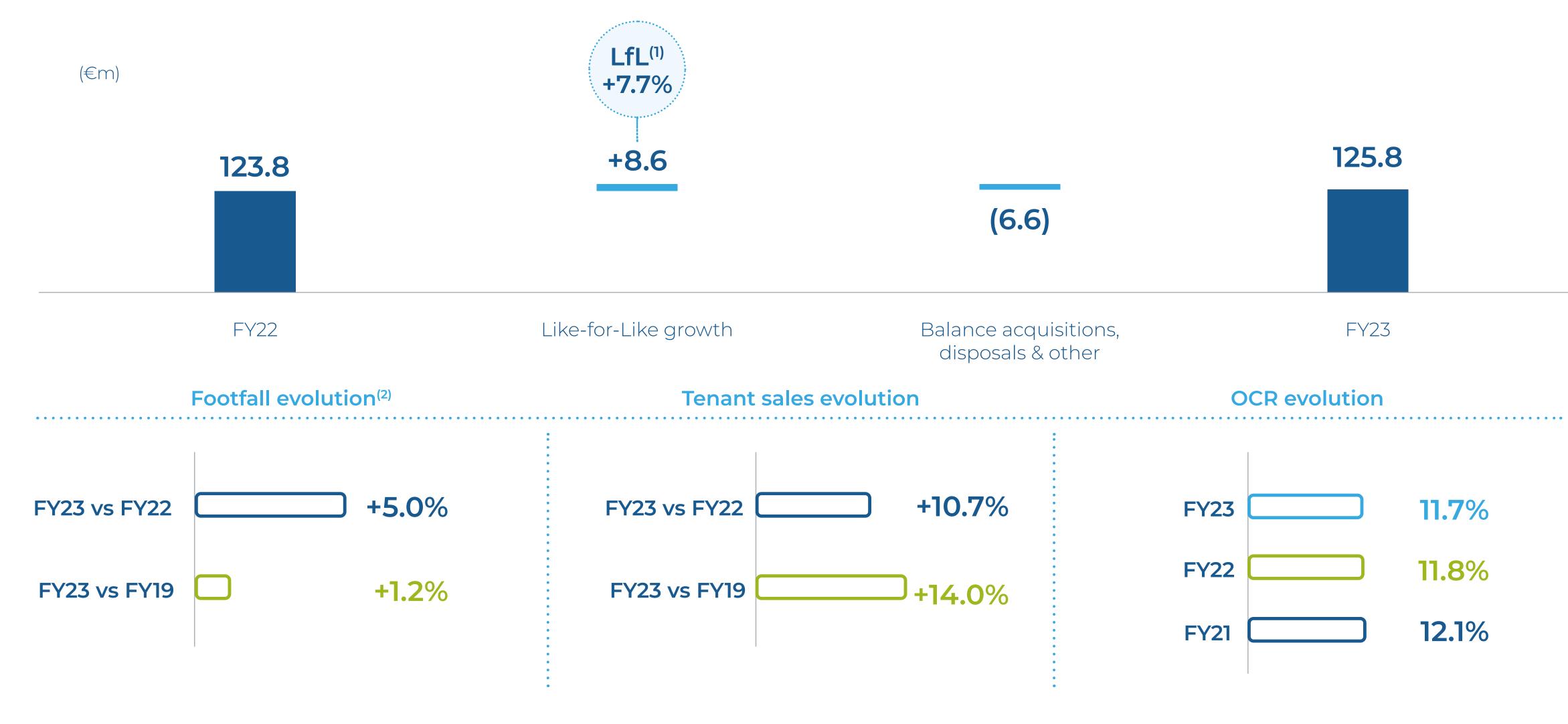
SHOPPING CENTERS



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6

TENANT SALES SURPASSING PRE-COVID LEVELS WHILE MAINTAINING HISTORICALLY LOW OCR AT 11.7%

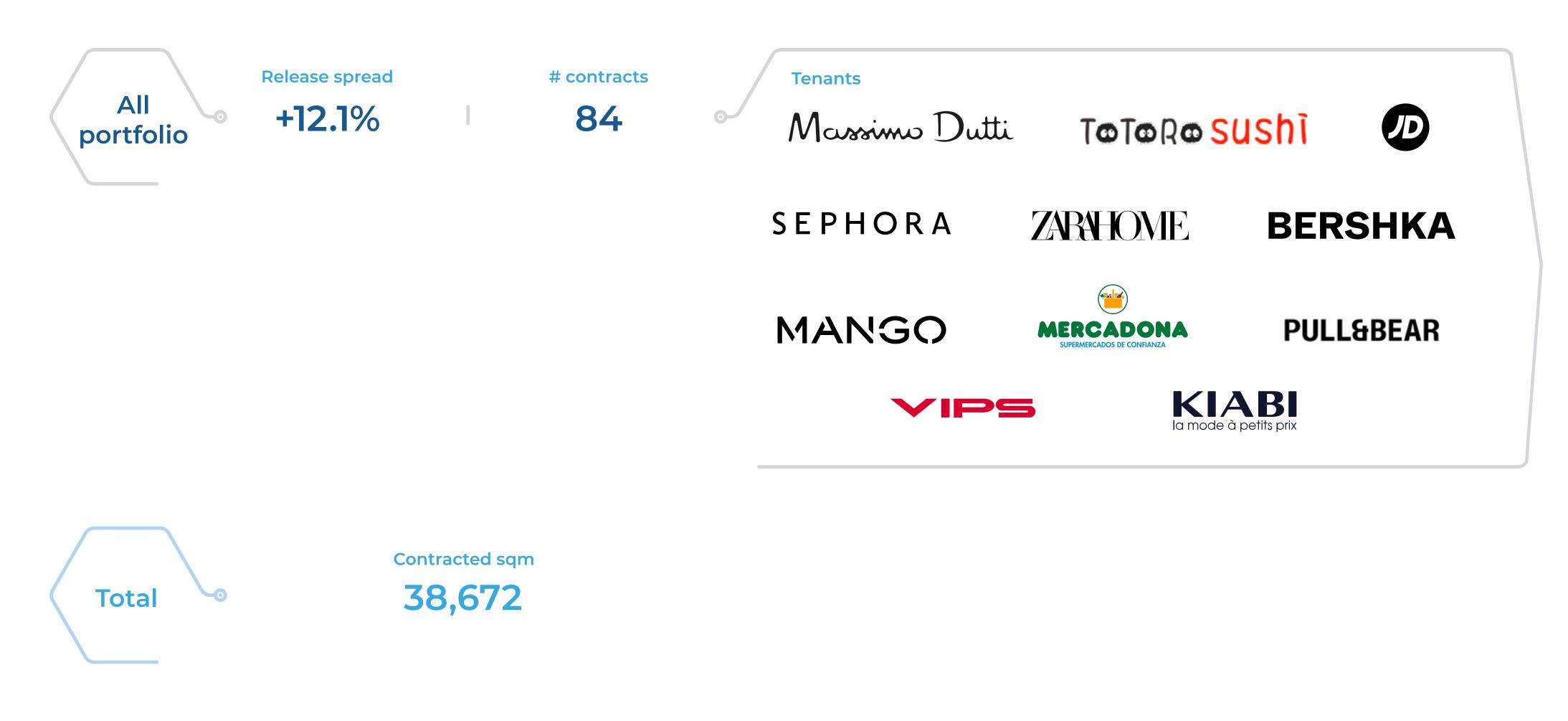


⁽¹⁾ Portfolio in operation for FY22 (€ 111.8m of GRI) and for FY23 (€ 120.4m of GRI)



GRI bridge and breakdown

OCCUPANCY AT RECORD-HIGH LEVELS (96.2%)



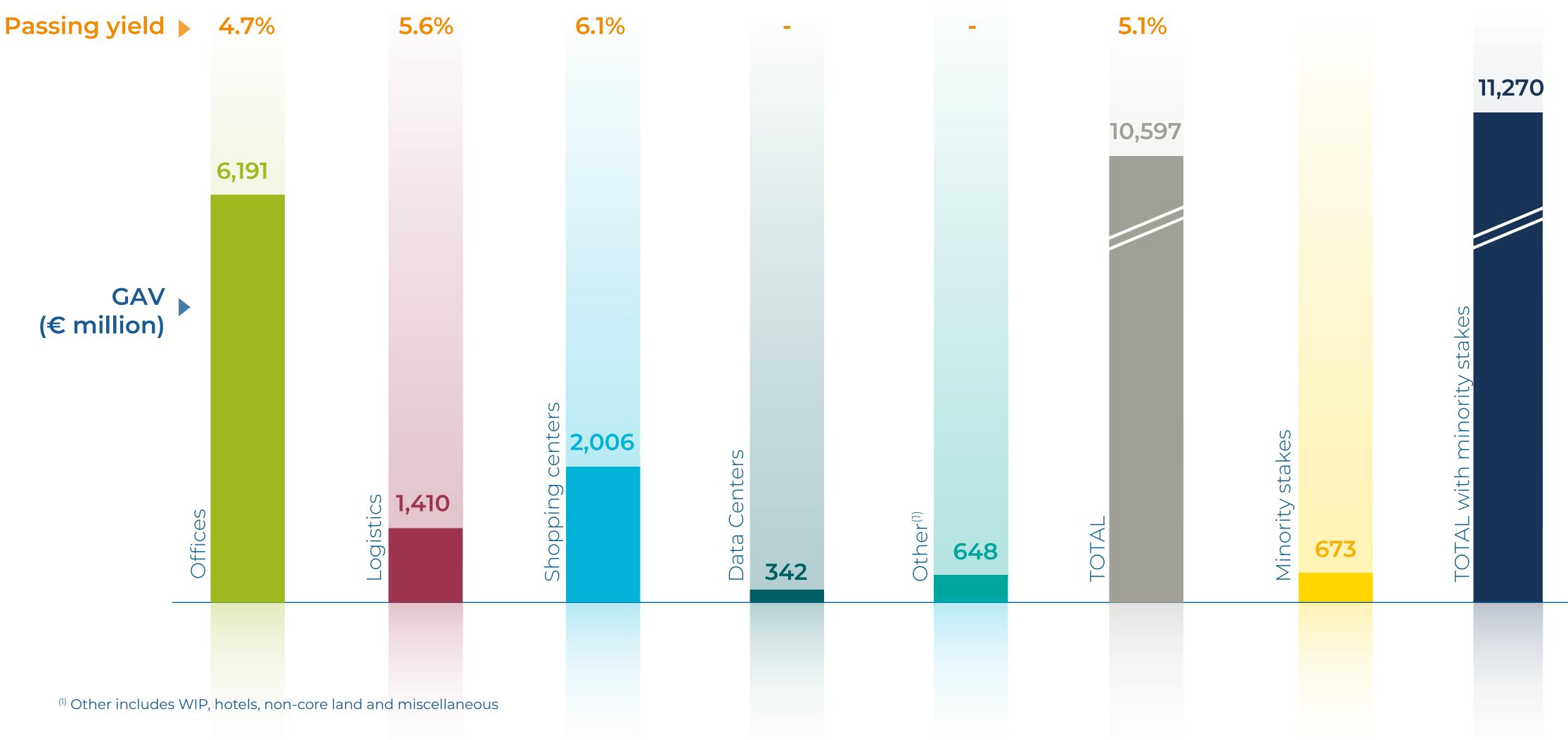




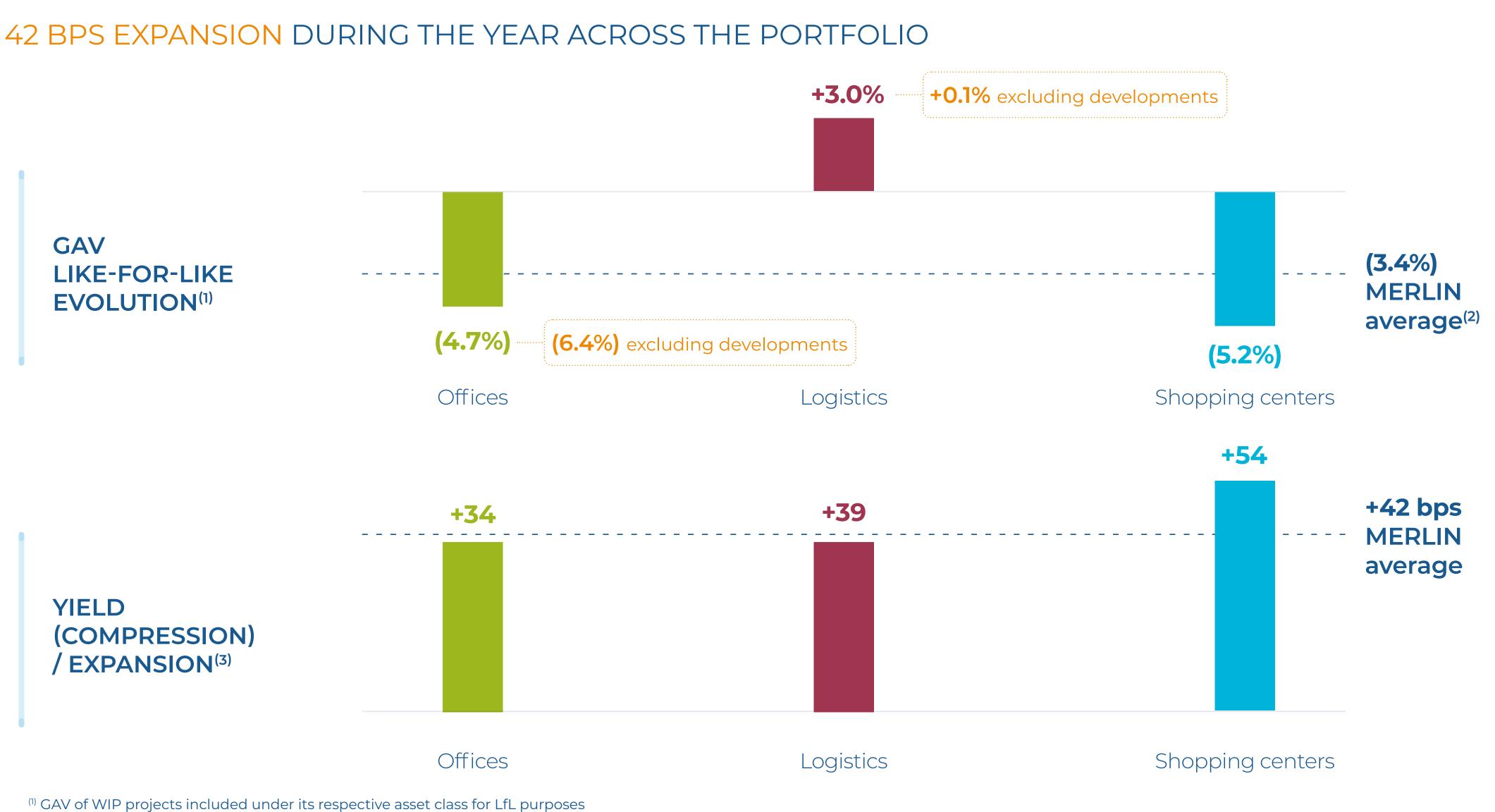
VALUATION AND DEBT POSITION



PORTFOLIO YIELDS ABOVE 5% AND DATA CENTERS IN OPERATION APPRAISED FOR THE FIRST TIME







⁽²⁾ Including equity method ⁽³⁾ Based on passing rent



31/12/2023	31/12/2022
€ 4,050m	€ 3,792m
35.0%	32.7%
.38% (2.71%)	1.98% (2.00%)
99.7%	99.6%
5.1	4.9
1,309	1,856

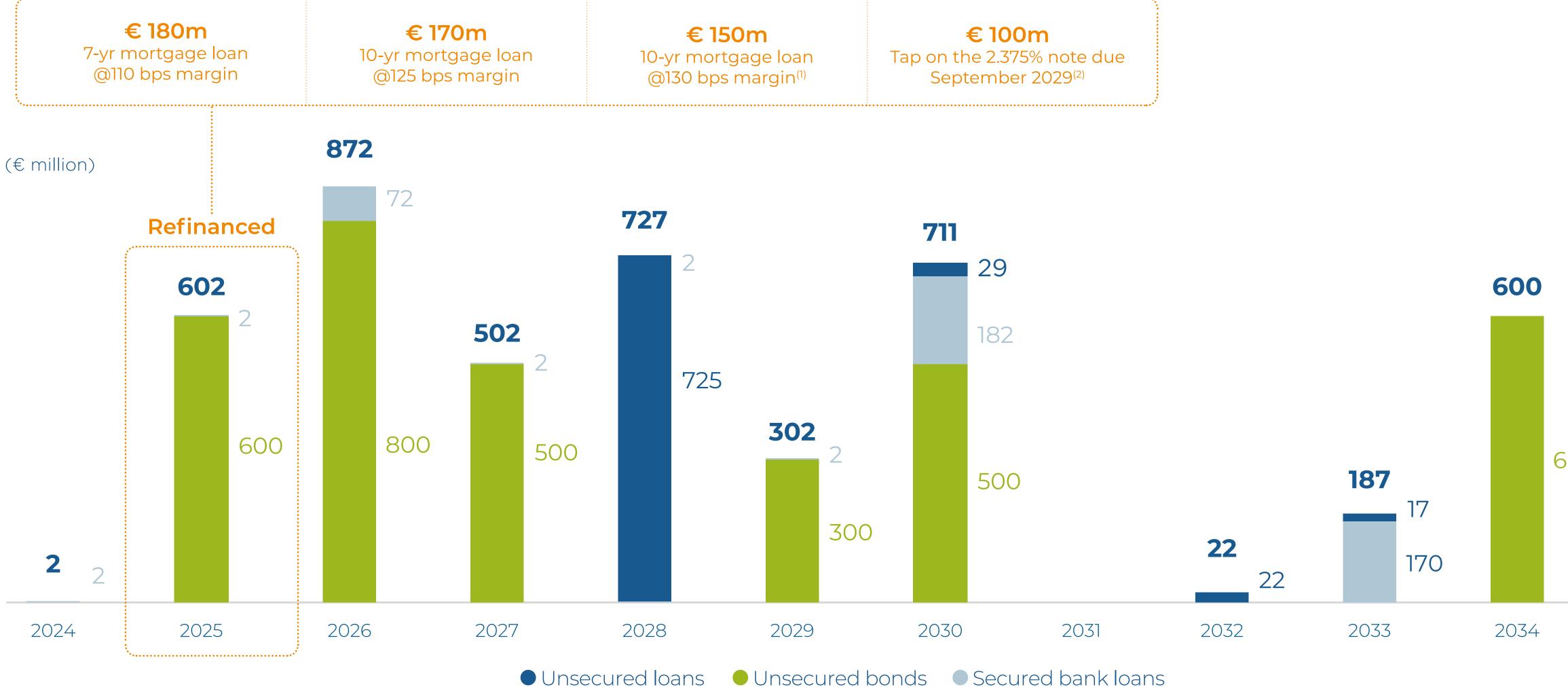
	31/12/2023	31/12/2022
Net debt	€ 4,050m	€ 3,792m
LTV	35.0%	32.7%
Average cost (spot)	2.38% (2.71%)	1.98% (2.00%)
Fixed rate debt	99.7%	99.6%
Average maturity (years)	5.1	4.9
Liquidity ⁽¹⁾ (€ million)	1,309	1,856

	Rating	Outlook
S&P Global	BBB	Positive
Moody's	Baa2	Positive



Sound financial structure

2025 REFINANCING ALREADY TACKLED, DEMONSTRATING ONCE AGAIN A PRO-ACTIVE LIABILITY MANAGEMENT



⁽¹⁾ Signed in January 2024 and pending disposition

⁽²⁾ Drawn down in February 2024

Unsecured bonds
Secured bank loans





SUSTAINABILITY



Sustainability Achievements





5. Inclusion in the **Dow Jones** Sustainability World Index (only 5 European companies) for the 1st time and inclusion for the 3rd year in a row in the European **Dow Jones Sustainability** Index

5 main milestones achieved this year

4. € 1.1 bn of green financings

1. Green clause in all new contracts

2. Embodied carbon maximum limits

Offices 500 kgCo₂/sqm

Logistics 400 kgCo₂/sqm **Shopping centers** 500 kgCo₂/sqm

3.14.9 MW solar panels installed (4.2% self -production)



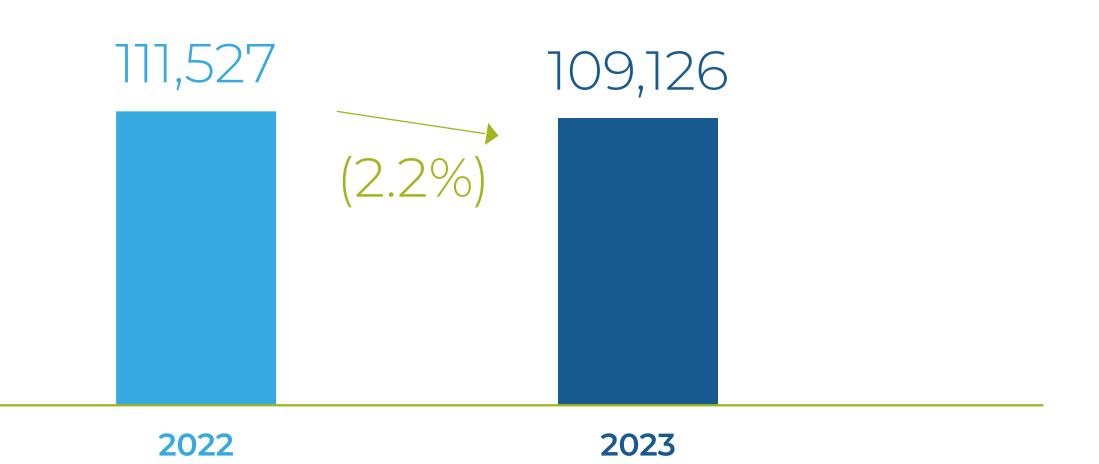


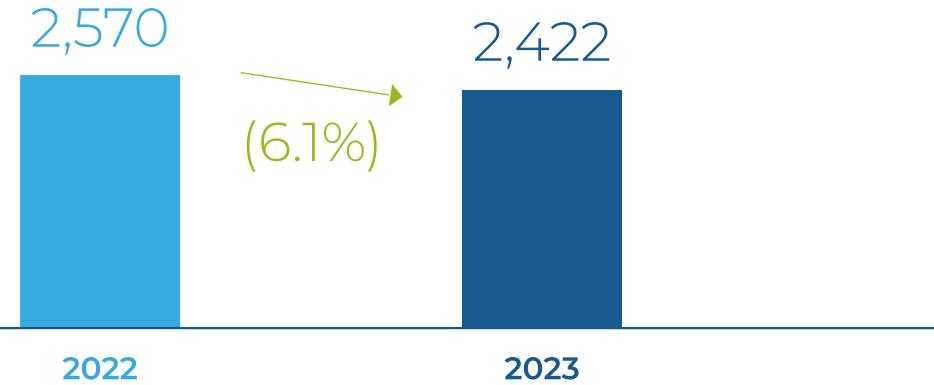
Sustainability **Environmental performance**

Energy consumption LfL (MWh)

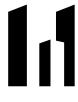
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Carbon footprint (market-based) (tCO₂)





2022



Sustainability FY23 UPDATE

OUTSTANDING YEAR IN TERMS OF SCORINGS AND ACCOLADES



Inclusion for 3rd year in a row in the Europe DJSI +1st time in the World DJSI



83% Average peers: 69%



MERLIN

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SUSTAINALYTICS

7.2 **Top 1%** (negligible risk)

S&P Global

69% Average sector: 37%

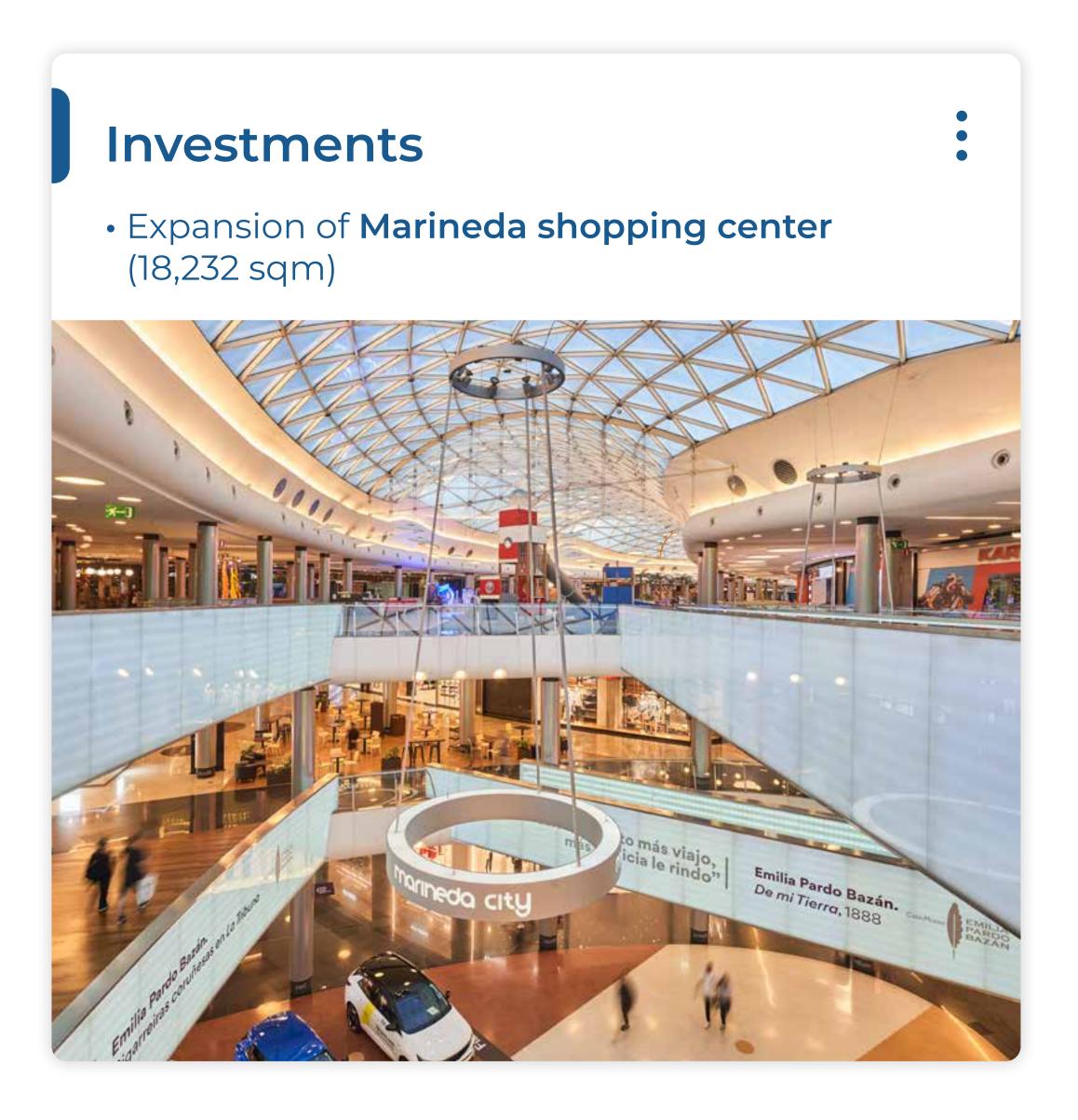


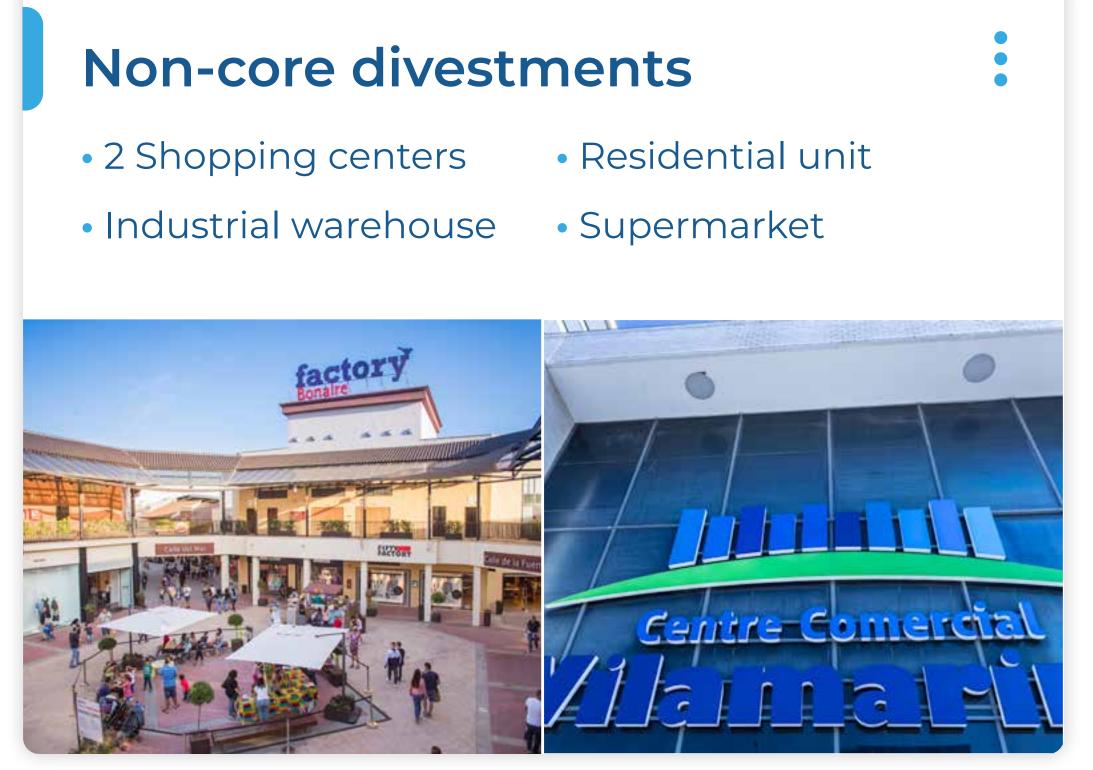
a Standard Ethics index













Value creation

2023 deliveries: Plaza Ruiz Picasso

VIRTUALLY FULLY LET TO TIER-1 TENANTS AT PRIME RENTS







Globant

SAP



wtw

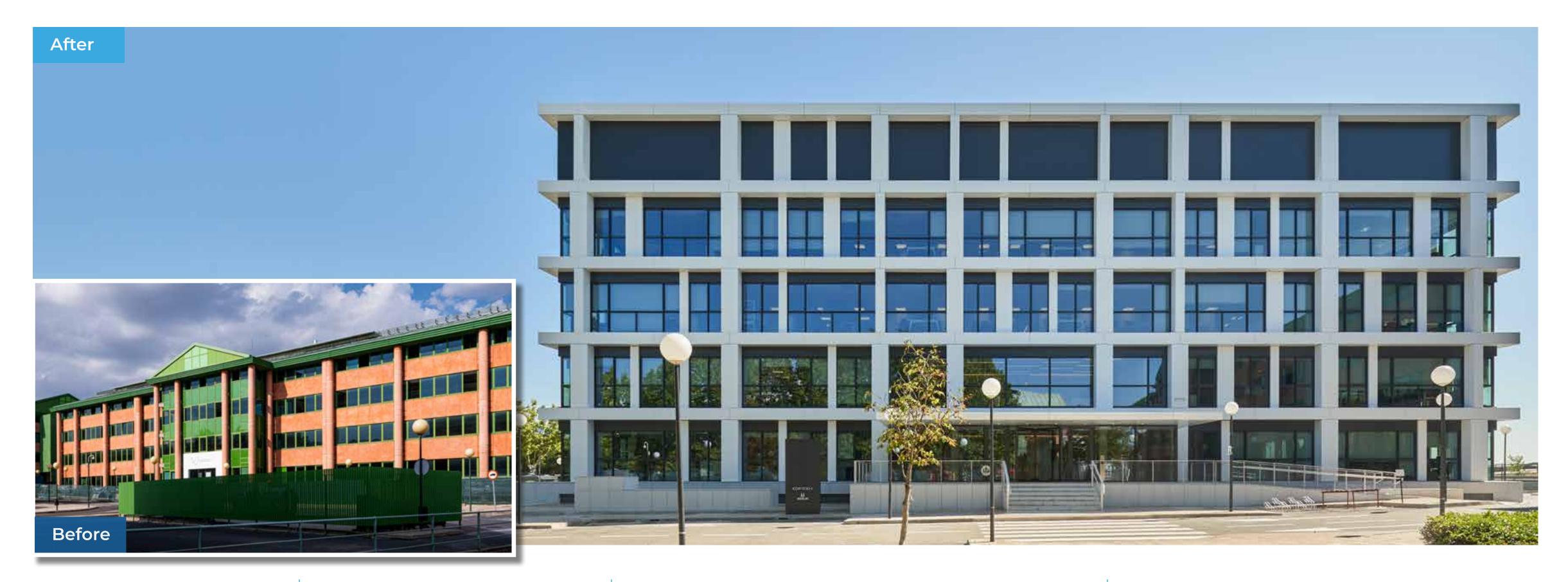
LOOM

Delivered in December to





2023 deliveries: Cerro de los Gamos (Phase I)



GLA **36,861 sqm** After Refurbishment

+756 sqm created

Delivered in July I - 100% (4,338 sqm) IV - 100% (6,488 sqm)

Leasing

FUJITSU NETCO[®] JHIJEIDO Greenergy



Value creation

Logistics roll-out: commercialization & pending capex



⁽¹⁾ 47k sqm already finished and fully let in 1Q24 corresponding to Cabanillas Park II B ⁽²⁾ Including land cost



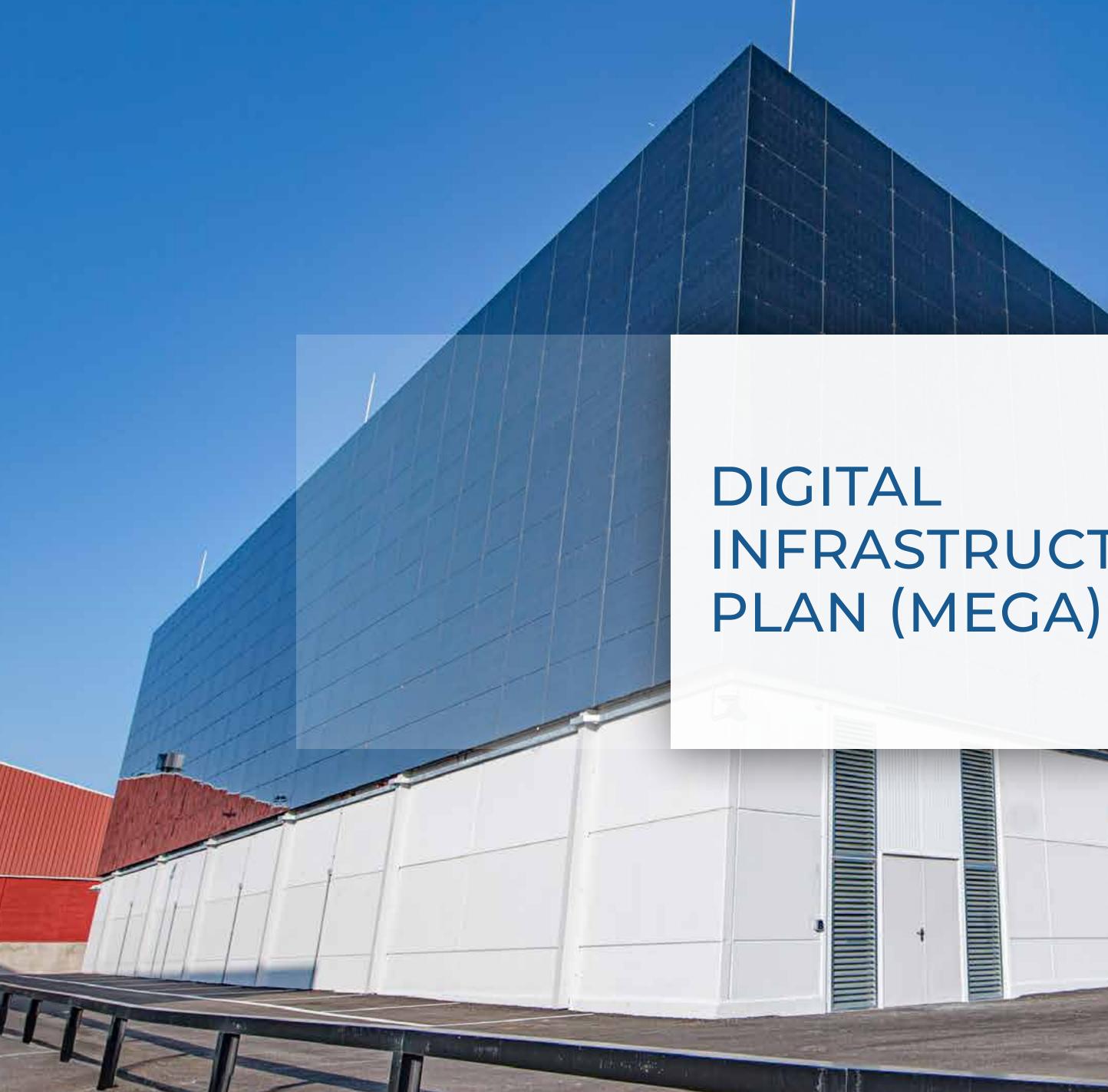
Value creation

Logistics roll-out: commercialization & pending capex



⁽¹⁾ Including land cost





INFRASTRUCTURE

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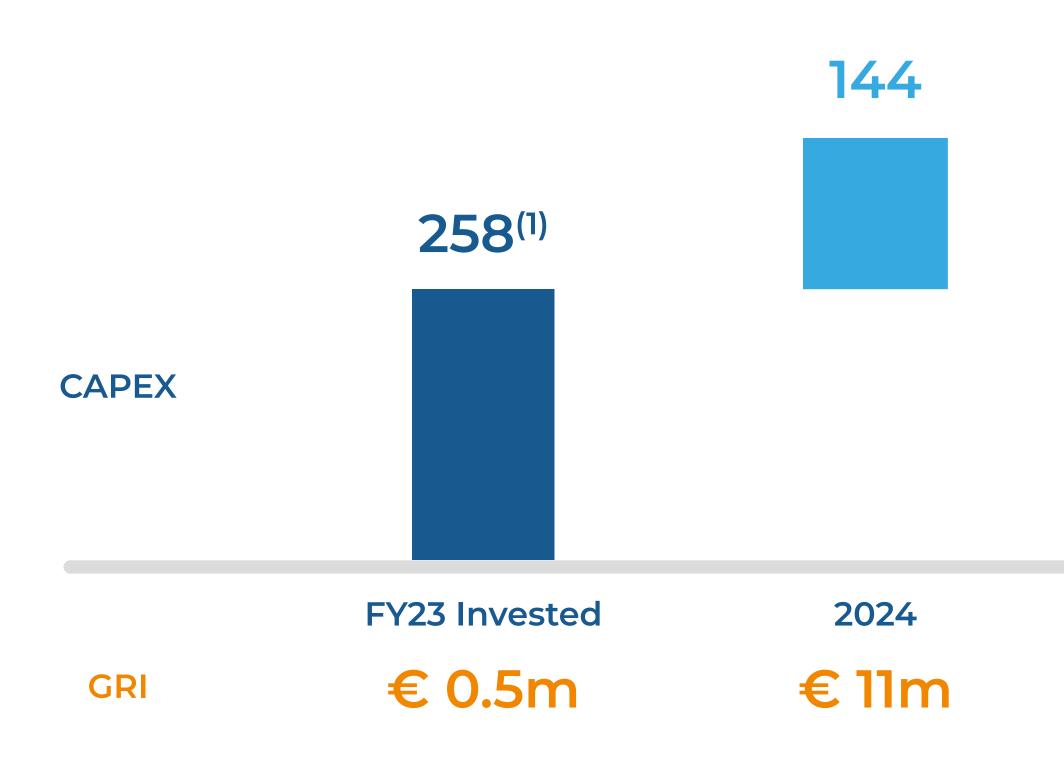


Main highlights

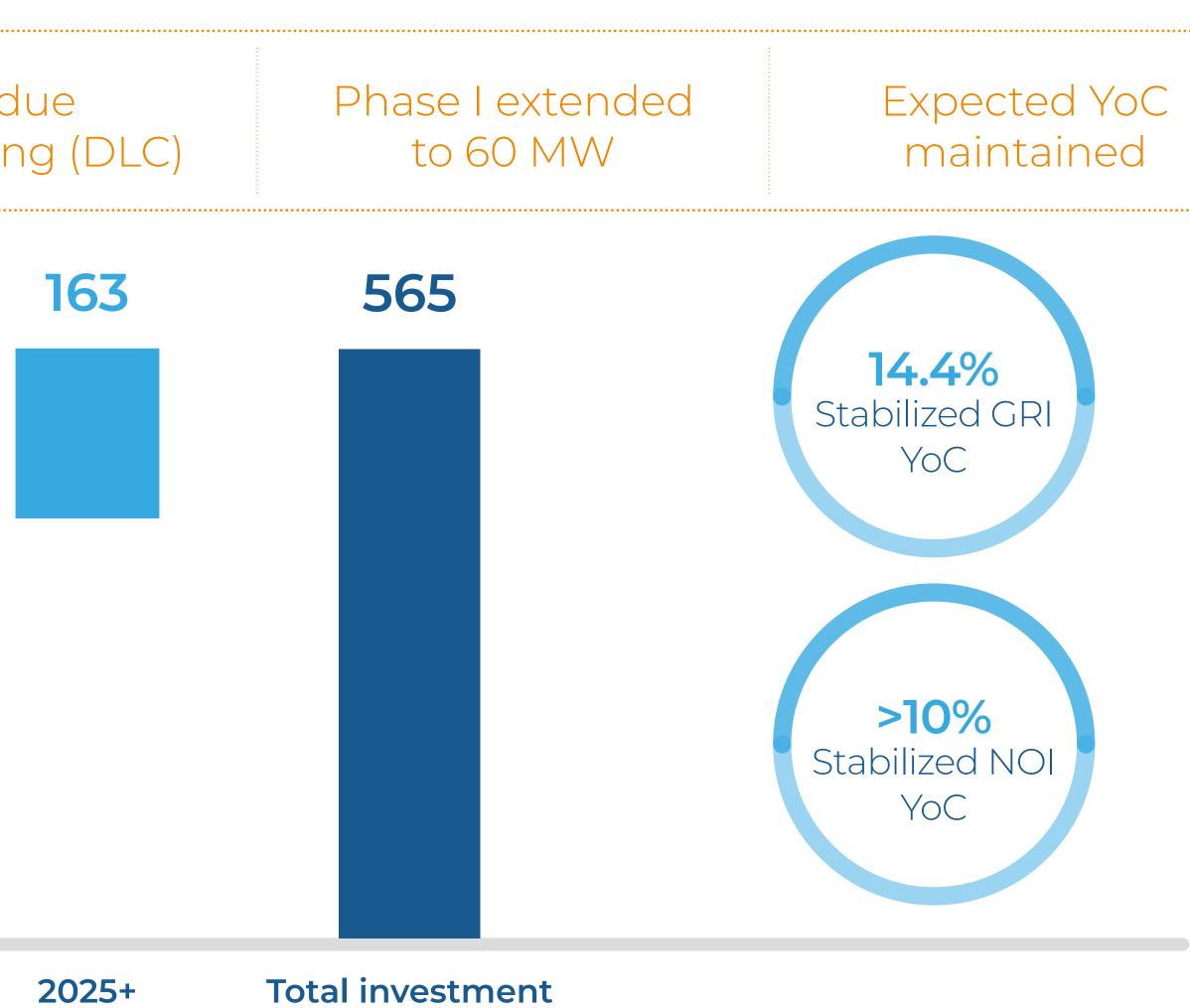
Delay in the electrification of sites

Capex increase due to Direct Liquid Cooling (DLC)

€m



 $^{(1)} \in$ 306m including down payments and pre-orders



€81m Stabilized

JUNIZE

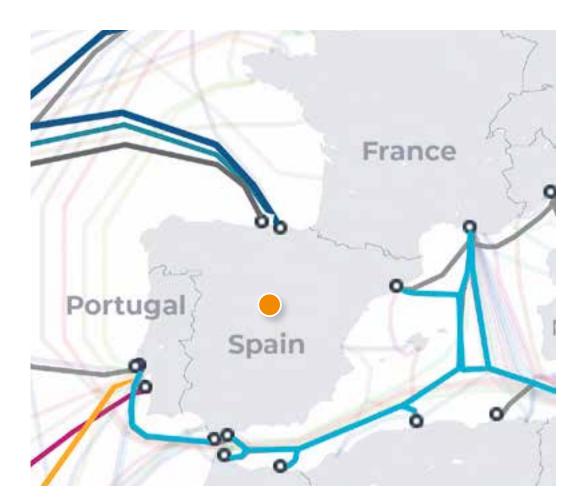


Madrid-Getafe data center status update



MAD01-GET

• 20 MW full IT capacity



Electricity

• **30 MW** utility **sourced** for 20 MW IT pending supply by Iberdrola

Calendar:

- 8 MW utility to be supplied by FY24
- 2025: +8 MW utility to be supplied
- 2026: +14 MW utility to be supplied

Equipment

• **3 MW IT installed** as of FY23

Calendar for pending 17 MW IT:

- +5 MW IT to be received and installed in 2024
- +12 MW IT to be received and installed in 2025

Commercialization

- 2 MW IT capacitiy let as of FY23
- 2024: +6 MW IT capacity booked
- 2025: +6 MW IT capacity booked









Barcelona-PLZF data center status update



BCN01-PLZF

- 16 MW full IT capacity
- 8 MW IT repowering opportunity



Electricity

- 24 MW utility sourced for 16 MW IT. Endesa to supply by 2Q24
- +12 MW utility repowering opportunity for additional 8 MW IT

Equipment

- **3 MW IT installed** as of FY23
- +6 MW IT to be received in 2Q24 and installed in 3Q24
- +7 MW IT to be received in 4Q24 and installed in 1Q25

Commercialization

- •1 MW IT capacitiy let as of FY23
- +15 MW IT capacity booked in 2024



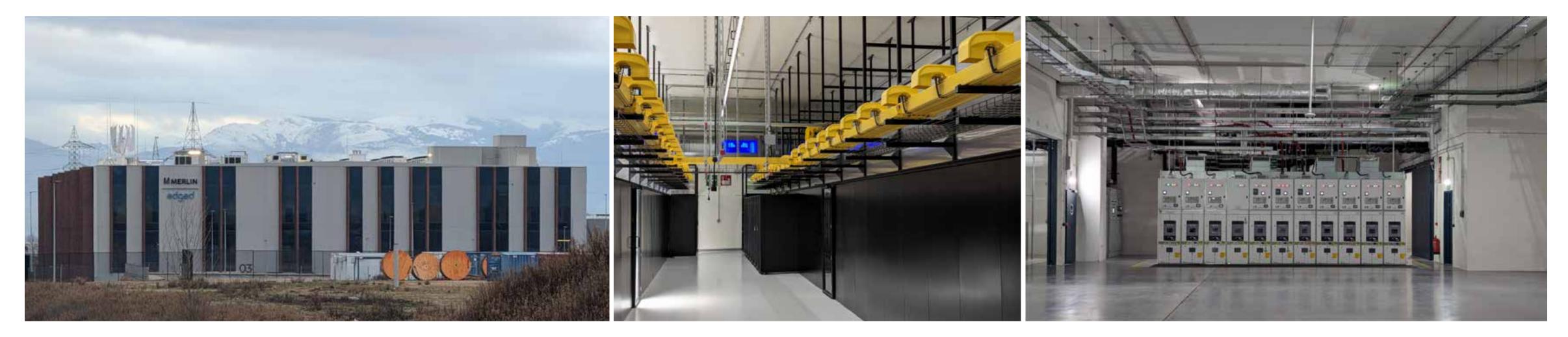








Bilbao-Arasur data center status update



BIO03-ARA

- 24 MW full IT capacity (Phase I)
- 78 MW potential IT capacity (Phase II)



Electricity

• 150 MW utility sourced for 100 MW IT

Calendar:

 Iberdrola to supply **30 MW** by 2Q24

Equipment

- 3 MW IT installed as of FY23
- +3 MW IT to be received by 2Q24
- +12 MW IT to be received by 2H24
- +6 MW IT to be received by 2025

Commercialization

- 3 MW IT capacitiy let as of FY23
- Additional bookings of +21 MW IT capacity as of today

Future developments

- Extension license for BIO02-ARA submitted
- Beginning of works expected in 4Q24









Lisbon-VFX data center status update



- LIS01-VFX
 - 100 MW IT capacity



Electricity

• 130 MW utility sourced for 100 MW IT to be received upon development

Key milestones completed in 2023

Approval of the urbanization project Beginning of urbanization works Approval of the architecture lay-out

Key milestones to be completed in 2024

- Construction **license** (L)
- Construction **tendering** (L)
- **Beginning** of works











Operations

- release spread and FFO generation)
- Occupancy at an all-times high across the board

Value creation

- Plaza Ruiz Picasso virtually fully-let and already delivered to best-in-class tenants
- Logistics: Cabanillas Park II B (47k sqm) has been delivered in 1Q24 and is fully let to Pepco
- Works in Mega Plan continue progressing well with the aim of reaching 58 MW installed 1H25

Outlook

- Transitional year for MERLIN following the delivery of the Data Centers, a cash-draining asset until stabilization • Uneventful years in term of **debt with no maturities** until November 2026, after 2025 refinancing
- Estimated FFO for 2024 will be € 0.59 p.s. and targeting € 0.68 p.s. for 2025
- 2023 final dividend, in line with policy, will be decided by the Board of Directors subject to 2024 AGM approval • Further decline in valuations is anticipated across the portfolio

• MERLIN has delivered a strong performance in all key financial and operating metrics (LfL rental growth, occupancy,



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