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Agenda

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- 1. Highlights
- 2. Business Update
- **3.** Financial Overview
- 4. Closing remarks
 Appendices







Jorge Pérez de Leza **CEO**



Borja Tejada CFO



Juan Carlos Calvo Strategy & IR





Highlights

Housing demand remains solid

- ✓ Supported by demographics and a benign GDP growth
- ✓ Despite higher mortgage costs and a volatile context

More active in land rotation

- ✓ Revenues of €84.1m, with a pick-up in demand for commercial land
- ✓ Also, more active in land acquisitions in 2H

Growth in pre-sales and backlog

- ✓ Pre-sales BTS +11% in 2023 (+36% in 4Q24)
- ✓ Backlog of €1.1bn revenues (+9%) with 3,332 units

Achieving operational & financial goals

- √ Housing deliveries: meeting our targets with higher margins
- ✓ Record EBITDA of €74.2m, a growth of +62%
- ✓ Adjusted pre-tax profit of €48.6m⁽¹⁾, +25% YoY
- ✓ Operating cashflow: €131.6m, meeting guidance

Landmark projects

Major recent achievements



Málaga Towers

Delivery of the first tower (*Living*) initiated in Dec.2023

- ✓ 74 units, avg. unit price €1.4m, ~€7,000/sqm
- ✓ Second tower (*Vision*) under construction, delivery in 2025 (>70% presold)



Palmas Altas (Sevilla)

First deliveries to start in 2H 2024: >300 units

√ A total of 20 projects launched, >1,200 units in commercialisation and >50% presold

Link to Palmas Altas / Isla Natura project website



Oria Campus (Madrid)

Deal with VITA for two turnkey buildings: 42,000 sqm and 1,100 rooms

- ✓ Oria Neo: construction started in Dec2023
- ✓ Oria Pulse: to start construction in 2024

Link to Oria project website

Link to Malaga Towers project website



Key operational data

as of December 31st 2023

Active projects



Construction



Deliveries / Sales



Land portfolio



Sales Backlog (1)

3,332

€1,084m

units

€325 k/unit ASP(2)

Under commercialization

6,385

€339 k/unit ASP (2)

units

118 projects

Active units

8,009

141 active projects

units

4,517 units under construction (3)

developments under construction 1,675

delivered in the period

€ 300 k/unit ASP(2)

units

1,836

units
pre-sold (4)
in the period

€ 322 k/unit ASP(2)

Land Sales

€ 84.1 m Revenues in P&L

€ 40.9 m Pipeline in binding contracts

Land Purchases

€ 90.2 m in 2023 (5)

c.29.3k

Resi units in land bank

Financials



€332.2m

Net debt

€232.2m

Total cash

13.8% LTV ratio

€13.33 NAV p.s.

Notes:

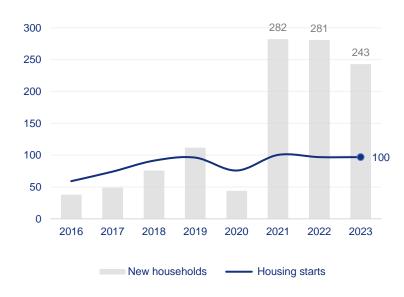
- (1) Defined as cumulative pre-sales (reservations + contracts) minus deliveries
- (2) ASP = Average Selling Price
- (3) Includes units with construction works completed
- (4) Pre-sales in the period, net of cancellations
- (5) Investment commitments, includes payments for 2024

The Spanish housing market

Supportive demand despite a volatile context

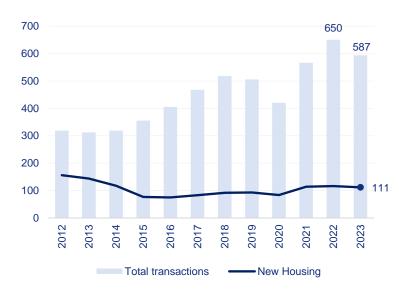
An imbalanced market:

construction starts well below household growth (k units per year; source: INE, MITMA)



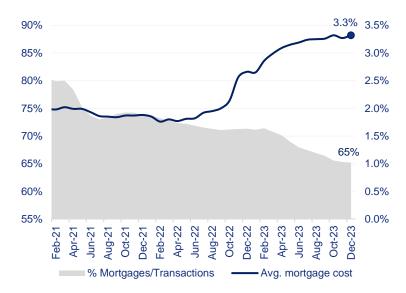
Housing demand remains healthy:

some decline in 2023, but still historically solid (Transactions in k units per year; source INE)



Higher mortgage rates: only a modest impact

Less use of mortgages as rates increased (% mortgages/transactions; new mortgage cost; source: INE)



- Demographics as a key driver: 524k new households in 2 years
- Limited supply: construction starts covers just ~40% of new household creation

- · Volume of transactions remains higher than pre-Covid
- · Moderate increase in house prices, and stabilisation of construction costs

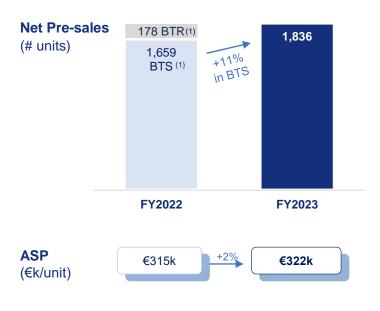
- The rise in Euribor was only partially transferred to mortgage rates
- · Households' finances are healthy: low debt, high deposits

Pre-sales

Positive demand dynamics continued in 2H 2023

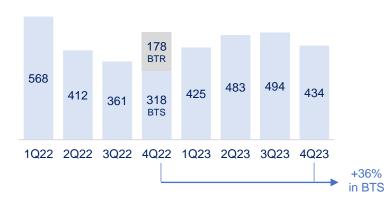
+11% in BTS pre-sales in FY23

and +36% YoY in 4Q23



- ✓ Housing demand has remained supportive and balanced throughout the year
- ✓ ASP increase due to product mix as well as price appreciation

Net pre-sales by quarter (# units)



ASP by quarter (€k/unit)



Healthy monthly absorption rates

(2019-2023) (2): sustained above 2%



Client profile:

diversified and solvent



Reason to buy 62% Main residence



Nationality 22% Foreign



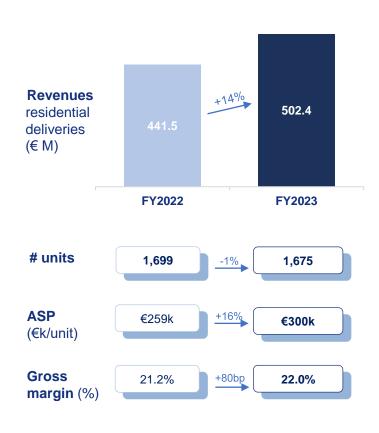




Residential deliveries

Meeting targets, with improved ASP and gross margin

+14% increase in revenues



In line with guidance

Number of delivered units similar to the previous year, as stated at the beginning of 2023

Improved product mix

Higher avg. unit price (+16%), despite a higher proportion of BTR deliveries

Higher gross margin Successful cost-price management, in a context of construction cost inflation over the last two years

By segment

- FY2023 (2 in 4Q23). A total of 609 units, with ASP of €254k
- ✓ **BTS:** 1,066 units, ASP of €326k

Deliveries by quarter (# units)

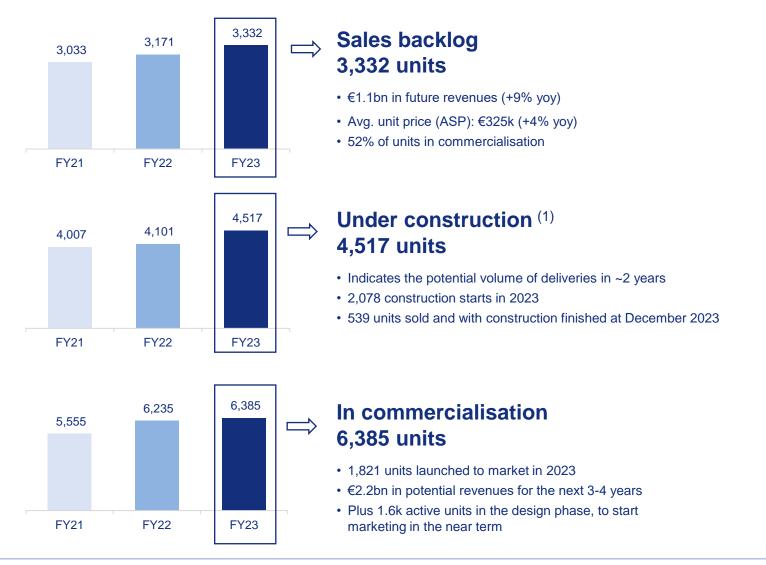


Geographic split of 2023 deliveries

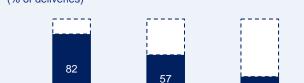


Operational activity

Our core business: highly predictable revenues and cashflow



Presales coverage 2024E-2026E (% of deliveries)

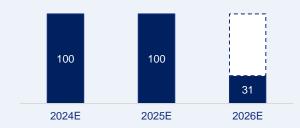


2025E

2026E

Under construction for 2024E-2026E (% of deliveries)

2024E



Geo mix in commercialisation (% units)



Land activity – acquisitions

Increased investment activity in 2023

□ A more active player

• Dedicated team in place since 2022, with a local presence

- As a complement to the existing land portfolio
 - Locations with solid demand and scarcity of ready-to-build land
 - Occasionally, to reinforce MVC's position in one area to improve the quality of the overall product

□ ~1,900 residential units acquired in 2023

- In selective locations: Madrid (56% in units), Valencia (19%), Granada (10%) or Malaga (8%)
- With good IRR and gross margin prospects

□ €90m investment in 2023

A balance between:

- Preserving a strong cashflow for shareholder remuneration, and
- Investing for a sustained business model as a developer for the long term

Strategic acquisition in Los Cerros (Madrid)



Los Cerros (Madrid)

- >1,000 units and >150,000 sqm
- Payment partially deferred to 2024
- Urbanisation works already started.
 First market launches planned in 2024
- MVC becomes the largest landowner in this emerging new district in Southeast Madrid
- A combined strategy: own developments as well as future land sales

Other land purchases in 2023:



Distrito Z (Málaga)

- · New residential district in central Malaga
- · 157 units already launched, in design
- Launch to market planned in 2024



Vinival (Valencia)

- 329 units
- Complements MVC's existing exposure to this district



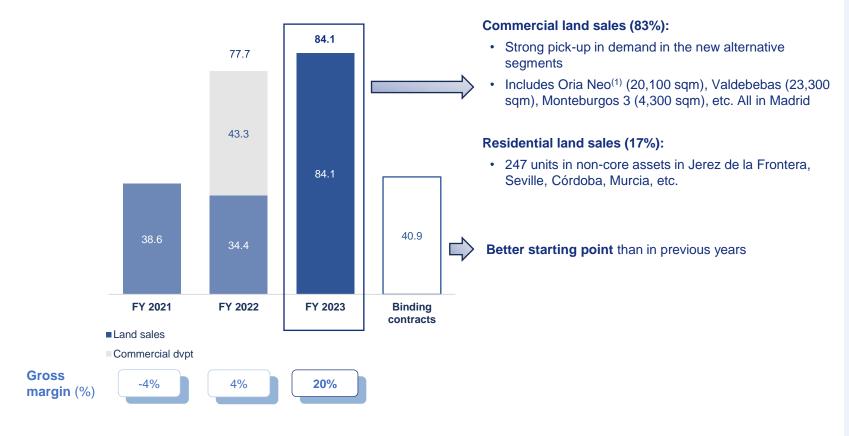
Cuarteles Mondragón (Granada)

- ~200 units in downtown Granada
- Phase 1 (Alma) already launched to the market

Land activity – sale of land & others

Recovery in demand for commercial land

Land revenues: €84.1m in 2023, with a 20% gross margin

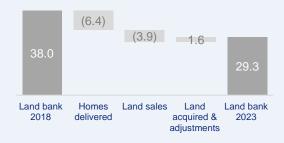


Portfolio rotation, 2018-2023

Continued efforts to optimise the size of the portfolio and improve its quality mix



Gradual reduction in residential land portfolio, 2018-2023 (k units)



Notes:





Oria Innovation Campus

Recent turnkey agreements with Vita





Major boost for Oria, MVC's largest commercial development project

Turnkey for two buildings: 42,100 sqm and 1,100 rooms

- MVC and Vita have extended their agreement to a second building (living segment), while the first one (student residence), has started construction in 4Q23
- Construction capex financing is secured by Vita, following recent agreements with its equity partners (Prudential) and debt partners (Cain International)
- Vita will acquire full ownership at completion in 2026
- MVC will collect management fees during the development process

Summary of the two projects

	Use	Sqm	# rooms	Construction start	Completion	P&L record ⁽¹⁾	Cash inflow ⁽¹⁾
Oria Neo	Student Res.	20,100	585	4Q23	2026	4Q23	2023 / 2026
Oria Pulse	Living	22,000	519	2024	2026	2024	2024 / 2026









⁽¹⁾ Each project is formalized with the creation of a joint-venture where Metrovacesa does not have effective control. The transaction is fully recorded at the start of each project, while the payment is divided between the start and the end of the project, as well as a management fee during the development process

ESG

We promote sustainable housing based on a responsible business model



ENVIRONMENT



A benchmark

in sustainable

management

land

SOCIAL

CORPORATE **GOVERNANCE**

friendly initiatives



We contribute to economic development and social welfare



Committed to transparency **Code of Good Governance**



Sustainable business model



Responsible and ethical corporate governance in businesses



ESG leadership and reputation management



MVC is a signing member of the United Nations Global Compact



OUALITY MANAGEMENT

ISO 9001

AENOR

ENVIRONMENTAL MANAGEMENT

ISO 14001

Sustainable and environmentally



Our own brand of commitment to quality and sustainability



100% of launches in 2023 target A-A Certificates



100% of the launches in 2023 with sustainability certifications in progress



100% of launches in 2023, with Life Cycle Analysis (LCA)



Proactive management of social action

Implementation of annual plans based on the dialogue with stakeholders and aligned with the UN's **SDGs in 2030** Agenda

We have carried out

processes involving

urban areas (Madrid,

Valencia, Barcelona

citizens in 7 large

and A Coruña)

participatory

2023 RATINGS AND **CERTIFICATES**

S&P Global Sustainability Assessment(1)::

88 percentile (REA Real Estate industry)

> **Morningstar Sustainalytics:**

15.9 ESG Risk Rating, "Low Risk"



ISO/IEC 27001

New in 2023

Notes:



Profit & Loss

Summary

€ m	FY 2022	FY 2023	YoY
Revenues	519.2	586.5	+13.0%
Development	441.5	502.4	+13.8%
Land sales & Others	77.7	84.1	+8.2%
Gross Profit	97.1	127.6	+31.4%
Development	93.7	110.7	
Land sales & Others	3.4	17.0	
Net Development Margin	72.9	104.2	+42.9%
EBITDA	45.8	74.2	+62.0%
% EBITDA margin	8.8%	12.7%	
Chg in fair value & provisions ⁽¹⁾	(54.3)	(60.2)	
Net financials	(6.4)	(24.7)	
Associates	(3.5)	(5.8)	
Pretax Profit	(18.3)	(16.5)	
Net Profit	(23.5)	(20.8)	
Adjusted pre-tax profit (2)	38.9	48.6	+25.9%

Revenue growth +13% YoY

Margin expansion

Gross: 21.7% (+3.0 p.p.) Net: 17.8% (+3.8 p.p.)

EBITDA

€74.2m +62% 12.7% margin (+4pp)

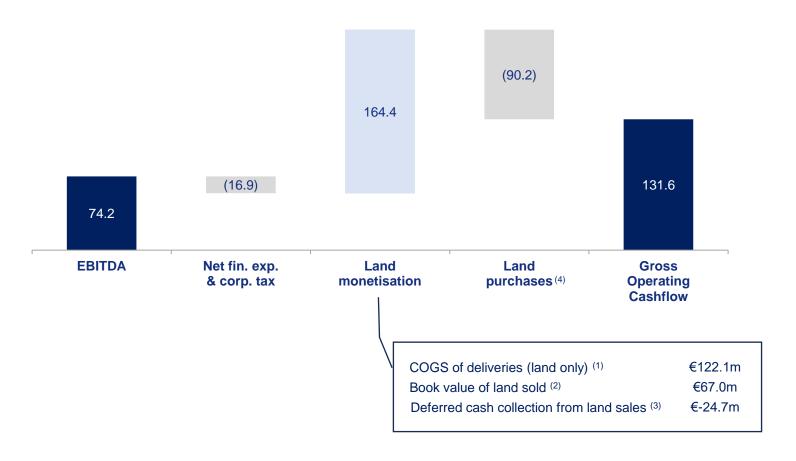
Adj. pre-tax profit (2) €48.6m +25%

⁽¹⁾ Based on the external asset appraisals. The decline in asset values is mainly related to the commercial segment

Cashflow

Summary

Gross Operating Cashflow (€m)



€131.6m Gross Op CashFlow

Meeting guidance of €100m-€150m

⁽¹⁾ Land component in the cost-of-goods-sold of deliveries, representing a monetisation of the land portfolio

Net debt

Solid financial structure

Net debt details

Dec. 2022	Dec. 2023
35.2	119.7
315.7	320.7
350.9	440.5
124.1	108.2
226.8	332.2
77.9	124.0
9.4%	13.8%
	35.2 315.7 350.9 124.1 226.8 77.9

Gross debt breakdown

	% total	% cost	Maturity
Developer loans	24%	6.5%	-
Syndicated loan	56%	6.7%	2026
MARF Bond	7%	3.9%	2026
Commercial paper	10%	4.8%	S/T
Credit lines	3%	6.3%	S/T
Total	100%	6.6%	

Evolution of net debt and LTV ratio



☐ Total cash balance €232.2m

- Includes €124.0m in restricted cash⁽¹⁾ and €108.2m unrestricted
- Plus €478m undrawn from developer loans and credit lines

☐ Increase in gross debt

 Growth in developer loans, linked to higher capex in ongoing developments

☐ A diversified financing mix

 Good access to varied sources of capital, at a competitive cost

☐ LTV of 13.8%

 Continues to be a very solid financial structure

Asset appraisal

NAV of €13.33 per share



- +3.8% residential LFL
- -9.6% commercial LFL
- +0.8% total LFL vs Dec2022

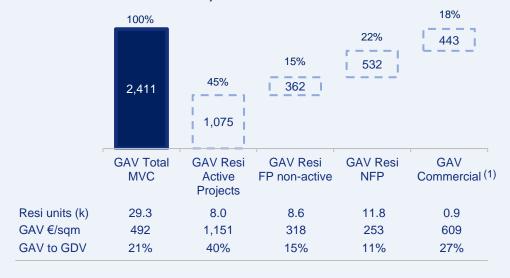


• Flat vs Dec2022 ex dividend of €0.66/sh

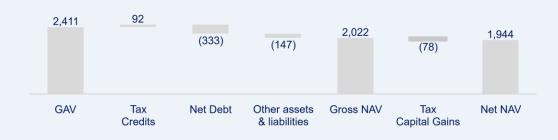
Net Asset Value, €/sh

€m	Dec. 2022	Dec. 2023
Shareholders' funds	1,805.6	1,685.3
+/- Capital gains gross	268.0	280.2
+/- Other adjustments	55.7	56.5
= NAV gross	2,129.3	2,022.0
+/- Taxes on capital gains	(67.0)	(70.0)
+/- Other adjustments	(7.6)	(8.3)
= NAV net	2,054.7	1,943.7
Number of shares (m)	151.7	151.7
NAV per share (€)	14.04	13.33
NNAV per share (€)	13.55	12.81

Portfolio value breakdown, GAV in € m



GAV to NAV bridge, €m





Closing remarks

2023 was a good year for MVC, meeting our goals

- ✓ Execution according to plan
- ✓ Maintain mid-term objective of ~2k units p.a. in residential development
- ✓ Progress in portfolio rotation towards a more optimal size and mix

Shareholder remuneration

- ✓ Interim dividend of €50m paid in Dec 2023
- ✓ Final dividend proposal to be decided in March, with the AGM call
- ✓ Balance between: i) strong cashflow generation and dividends; ii) investments with attractive medium-term returns

Outlook: good visibility at the start of the year

- Strong sales coverage for housing deliveries
- Strong land sales pipeline in binding contracts
- ✓ Potential cuts in ECB rates could be supportive for demand later in the year
- ✓ Operating cashflow for 2024: range €100m to €125m, depending on land sales and acquisitions



Profit and Loss

	€m	2022	2023	YoY
	Total Revenues	519.2	586.5	+13.0%
	Residential Development	441.5	502.4	+13.8%
	Land Sales & Others	77.7	84.1	+8.2%
	Total COGS	(422.1)	(458.8)	
	Residential Development	(347.8)	(391.7)	! ! !
	Land Sales	(74.4)	(67.1)	1
	Gross Margin	97.1	127.6	+31.4%
	Gross Margin Development	93.7	110.7	1 1 1
	% Gross margin Development	21.2%	22.0%	+80 b.p.
	Gross Margin Land Sales	3.4	17.0	
	Commercial & other operating costs	(24.2)	(23.4)	1 1 1 1 1 1
	Net Margin	72.9	104.2	+42.9%
	Wages & Salaries	(17.0)	(18.9)	1
	Other general expenses	(10.0)	(11.1)	i
3	EBITDA	45.8	74.2	+62.0%
	Chg. in fair value of assets & provisions (1)	(54.3)	(60.2)	1
	Net financial results	(6.4)	(24.7)	
,	Associates	(3.5)	(5.8)	1 1 1 1
	Pre-tax Profit	(18.3)	(16.5)	
	Income Tax	(5.2)	(4.3)	
	Net Profit	(23.5)	(20.8)	
				1
	Adjusted pre-tax profit (2)	38.9	48.6	+24.9%

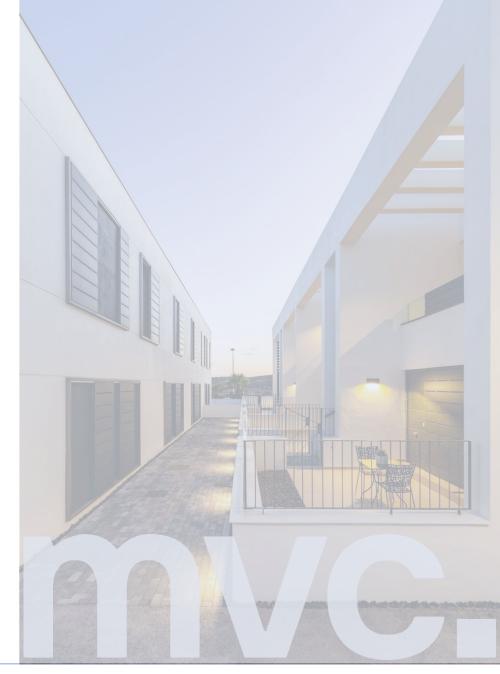


Key comments

- A Commercial & other operating costs, lowered to 4.6% of residential development revenues (vs. 5.5% in 2022) on more BTRs and lower sales in Costa del Sol
- B EBITDA of €74.2m (+62% YoY), with a +12.7% margin (vs. 8.8% in 2022)
- C Charge of €65.1m from the change in fair value of assets, primarily in commercial land (-9.6% LFL), and provisions
- **D Financial costs** impacted by higher interest rates, higher gross debt and negative impact from derivatives
- E Adjusted pre-tax profit of €48.6m (+24.9% YoY) excluding change in fair value of assets and provisions

Balance Sheet

€m	Dec.22	Dec.23
Investment Property	240.4	238.9
Other non-current assets	167.1	156.7
Total non-current assets	407.5	395.6
Inventory	1,842.9	1,826.0
Land	883.6	822.3
WIP & finished product	959.3	1,003.6
Cash	202.0	196.3
Other current assets	61.5	114.8
Total current assets	2,106.4	2,137.1
Total assets	2,513.9	2,532.7
Provisions	12.7	14.5
Financial debt	273.1	233.6
Otner non-current liabilities	40.4	43.8
Total non-current liabilities	326.2	292.0
Provisions	26.5	31.1
Financial debt	74.4	204.8
Otner non-current liabilities	281.2	319.5
Total current liabilities	382.1	555.4
Shareholder's funds	1,805.6	1,685.3
Total equity + liabilities	2,513.9	2,532.7



Cashflow

€m	FY 2022	FY 2023
+ EBITDA	45.8	74.2
- Net financial expenses paid	(18.8)	(19.6)
- Corporate taxes paid	(4.9)	2.7
+ Land monetisation:		
COGS of deliveries (land only) (1)	109.2	122.1
Book value of land sold (2)	31.5	67.0
Adj. on cash collection from land sales (3)	(5.2)	(24.7)
- Land purchases ⁽⁴⁾	(5.8)	(90.2)
= Gross Operating Cashflow (A)	151.8	131.6
- Capex in land urbanization	(39.8)	(48.6)
- Capex in work in progress	(248.4)	(421.8)
+ COGS of deliveries (ex-land)	274.4	269.6
+/- Other working capital and rest	12.7	63.9
= Cashflow related to work in progress (B)	28.7	(137.0)
= Total cashflow (A) + (B)	186.3	(5.4)
- Dividend paid	(251.0)	(100.0)
= Change in net debt	(64.7)	(105.4)



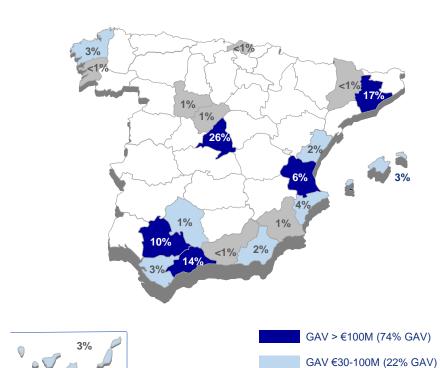
Notes:

⁽¹⁾ Land component in the cost-of-goods-sold of deliveries, representing a monetisation of the land portfolio (2) Cash recovered from recorded land sales, not included in EBITDA

Land portfolio

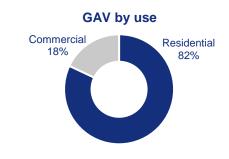
Characteristics of the land bank

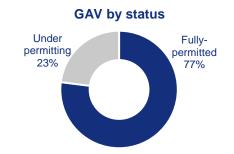
Geo portfolio breakdown⁽¹⁾:





29.3k Residential units





- ☐ Land portfolio provides visibility on future project launches
- ☐ Geographical mix in the right locations:
 - Locations with solid demand and scarcity of ready-to-build land
 - 74% of the value of the land bank in the top 6 provinces
- ☐ Land under development is also focused on the main provinces

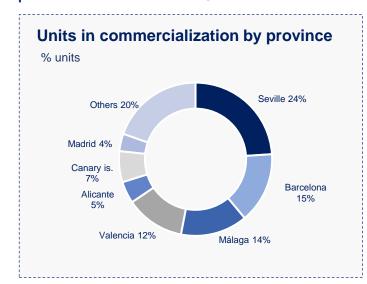
GAV distribution by province:

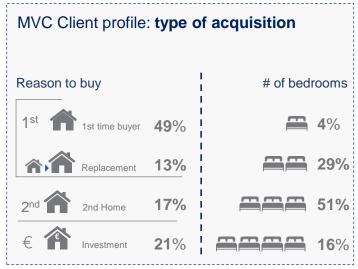
Location	% Total GAV	% Residential GAV	% Commercial GAV
Madrid	26%	21%	45%
Barcelona	17%	13%	35%
Málaga	14%	17%	-
Sevilla	10%	12%	-
Valencia	6%	7%	-
Alicante	4%	5%	1%
Balearics	3%	1%	8%
A Coruña	3%	4%	-
Cádiz	3%	4%	2%
Canary Is.	3%	3%	4%
Others	11%	13%	5%
Total	100%	100%	100%

GAV < €30M (4% GAV)

Client profile

Location, price, age, motivation and financing (1)

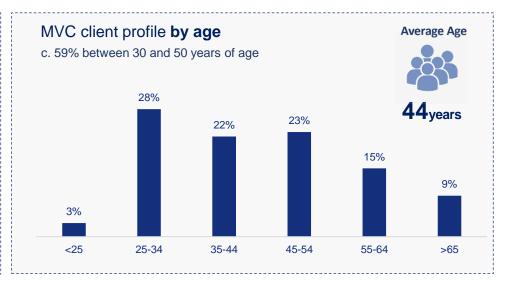






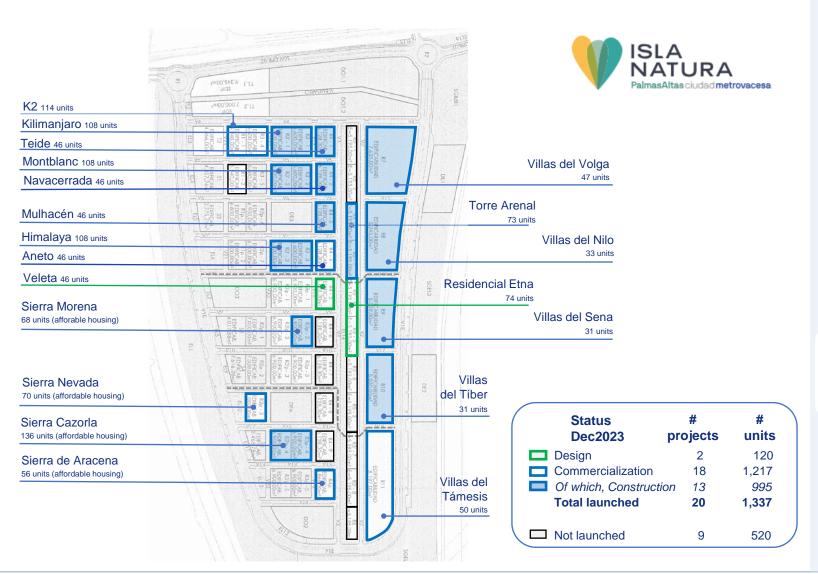






Palmas Altas/Isla Natura (Seville)

Pre-sales >50% of total units



☐ Isla Natura is MVC's largest residential project

- ✓ A new district in South Seville with the highest environmental and comfort standard
- ✓ MVC has launched a total of 20 projects to date, including >1,200 units in commercialisation and nearly 1,000 units in construction
- ✓ More than 50% of units are presold already
- ✓ The first few buildings will be delivered in 2H 2024

Teide

Villas del Sena

Himalaya







Villas del Támesis

Residencial K2

Residencial Etna







Data series

Evolution of key operating data

# Units	2018	2019	2020	2021	2022	2023
Pre-sales in the period	888	1,511	1,037	2,093	1,837	1,836
Backlog of presales (units)	909	2,131	2,568	3,033	3,171	3,332
Backlog of presales (€ m)	271	597	744	850	990	1,084
Active projects (# projects)	102	136	125	138	150	141
Active units total	5,565	7,962	7,382	7,561	7,947	8,009
Units in commercialization	3,840	5,378	5,440	5,555	6,235	6,385
Units in construction	1,329	3,383	3,550	4,007	4.101	4,517
Deliveries in the period	520	289	601	1,627	1,699	1,675

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

Key figures 2018-2023 Total units Total units launched 12,275 Housing dev. revenues €1,608m €455m **Residential gross** ASP (€k/unit) margin (%) deliveries 218 22.0% 18.5% FY19 FY23 FY18





delivered

6,411

Total land

revenues

300

FY23

New Headquarters & Corporate Agenda

Change in Corporate Headquarters

- New address since January 1st, 2024:
 Puerto de Somport 23, 1st floor, 28050 Madrid
- Meets the best technical standards and ESG commitments: LEED-platinum and WELL-platinum certifications
- Building developed by Metrovacesa; minority stake of 24%

Corporate Agenda				
• AGM	30 April (tentative)			
• 1Q24 results	30 April (tentative)			
• 2Q24 results	24 July (tentative)			



