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### OTHER RELEVANT INFORMATION (OTRA INFORMACIÓN RELEVANTE)

Colonial announces that today, 11 July 2022, from 9:30 a.m. (CET), its "Capital Markets Day" will be held in Paris for analysts and institutional investors. For these purposes, here attaches supporting documentation for the presentation.

11 July 2022





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What we promised has been delivered

#### Post-pandemic priorities well captured and delivered

- 2020 / 21 Transition years to reload growth
- Effective implementation of capital recycling strategy
- Acceleration of ESG with strong commitment

#### Priorities since 2020 CMD... ... are being successfully delivered ✓ High Occupancy Levels **Reload growth** ✓ Successful Pre-lets on projects **Operating business** ✓ Sustained rental growth & healthy release spreads post COVID-19 ✓ Double-digit EPS growth in 2022 √ Highest Corporate Rating in Spanish Real Estate (BBB+) Strong & flexible ✓ Strong hedging profile through Active Management **Capital Structure** balance ✓ More than €2.5bn of liquidity sheet ✓ LTV at levels of 36% with Grade Collateral ✓ Increased exposure to Prime CBD Paris of more than €1bn **Selective** acquisitions ✓ Disposals of Non-Core with double digit premiums on GAV **Capital Recylcing** and ✓ Solid GAV like for like performance disposals ✓ More than 80% of GAV in CBD. ✓ Global leadership on decarbonization: A score on CDP Acceleration ✓ Carbon neutrality target accelerated to 2030 **ESG Strategy** to carbon √ 95% of Operating Portfolio with Leed & Breeam Certificates neutrality √ 100% Green Bonds - First Mover on Ibex35

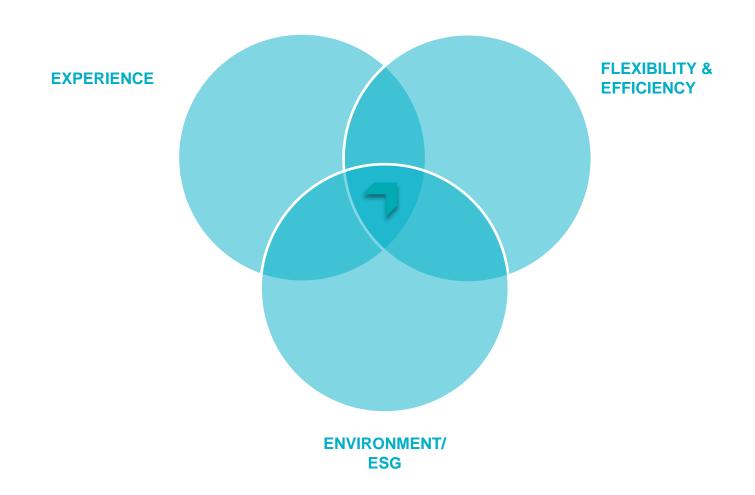




- Leadership on Polarization
- II Prime Portfolio to unlock value & cash flow
- III Conclusions



#### PRIME POSITIONING + ALPHA VALUE CREATION

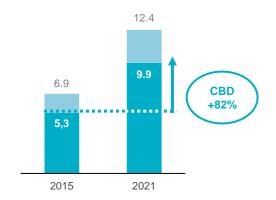


# Leadership on Polarization Efficiency – Experience – Environment



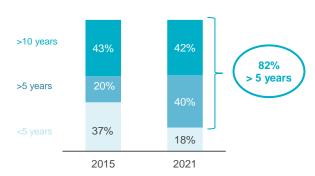


#### GAV in CBD (€ bn)



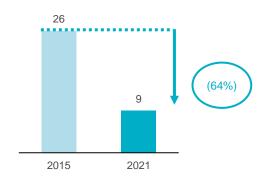
#### **EXPERIENCE**

#### High client loyalty

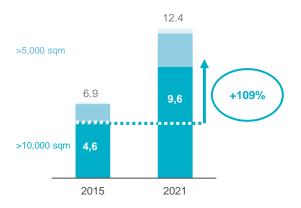


#### **ENVIRONMENT**

#### Carbon Footprint scope 1 & 2 - kgco2e/m<sup>2</sup>



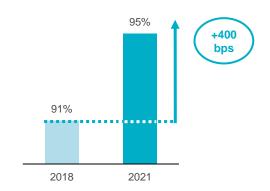
#### Large scale assets 2021 (in €bn)



## Attracting Top-Tier tenants New lettings 20-22



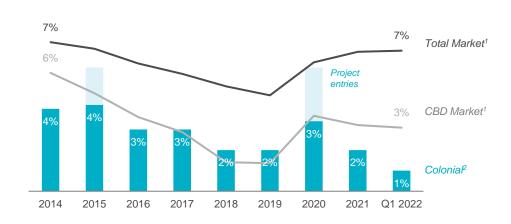
#### LEED / BREAM Certification



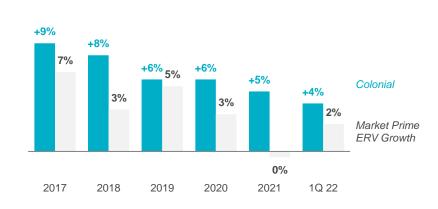
Leadership on Polarization
Colonial's portfolio outperforming market

### **7** Colonial

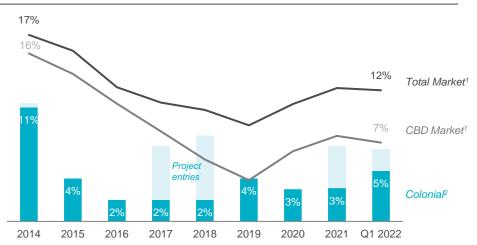
#### COLONIAL PARIS VACANCY VS PARIS CBD VACANCY



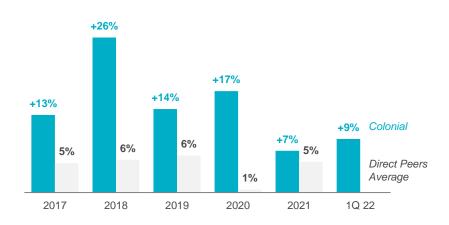
#### PRIME ERV GROWTH - COLONIAL VS MARKET AVERAGE



#### COLONIAL MADRID VACANCY VS MADRID CBD VACANCY



#### **RELEASE SPREAD - COLONIAL VS AVERAGE PEERS**

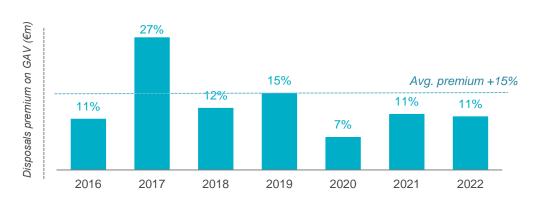


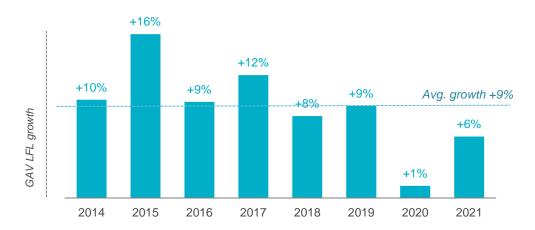
<sup>(1)</sup> Source: CBRE

<sup>(2)</sup> Historical Vacancy of current portfolio

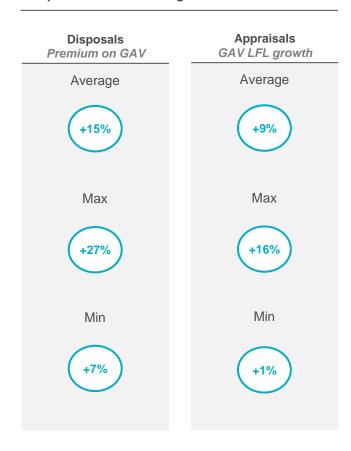


### **Colonial Group Divestment Through Last Cycle**

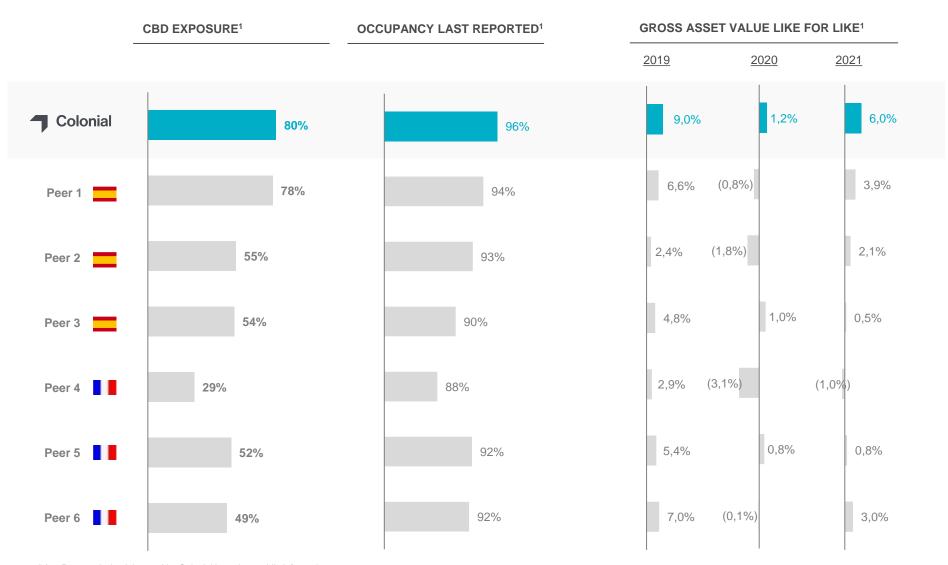




#### **Disposal with Double digit Premium On GAV**

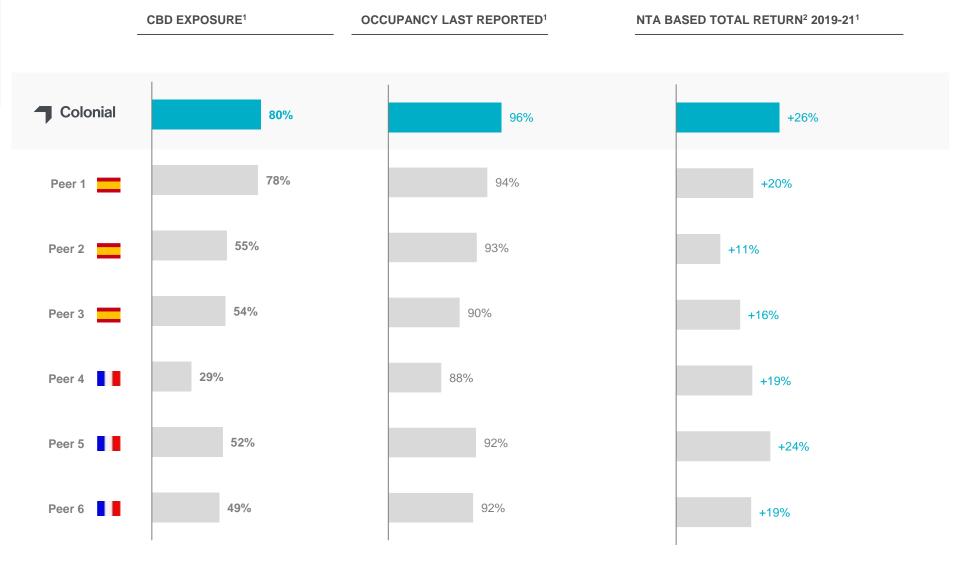






<sup>(1)</sup> Peer analysis elaborated by Colonial based on public information





<sup>&</sup>lt;sup>1</sup> Peer analysis elaborated by Colonial based on public information

<sup>&</sup>lt;sup>2</sup> Total Shareholder Return= NTA growth + dividends



	Pre-Covid	Covid-19	Coming out of Covid-19
	2018 2019	2020 2021	May YTD22
Occupancy	96% 98%	95% 96%	96%
ERV Growth	+8% +6%	+6% +5%	+5%
Letting Volume (sqm)	117,249 263,301	97,374 170,344	73,486 +106% YoY
GRI LFL	+5% +4%	+1% +2%	+3%1
EPS (€Cts/share)	22 27	27 25	28-29 Full Year Guidance
DPS paid (€Cts/sh)	18 20	20 22	24
Premium on disposals	+13% +15%	+7% +11%	+11%
GAV LFL	+8% +9%	+1% +6%	Confident
LTV	39% 36%	36% 35.8%	Stable



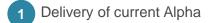


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€128m Additional Rents

€99m Secured Rents YTD Significant
Capital Value
Creation

Capturing the benefit of polarization

Strong Pricing Power Fully Capturing Indexation

Market Rental Growth Maximal
Value through
Scarcity Play

3 Ongoing flight to quality through mature secondary disposals

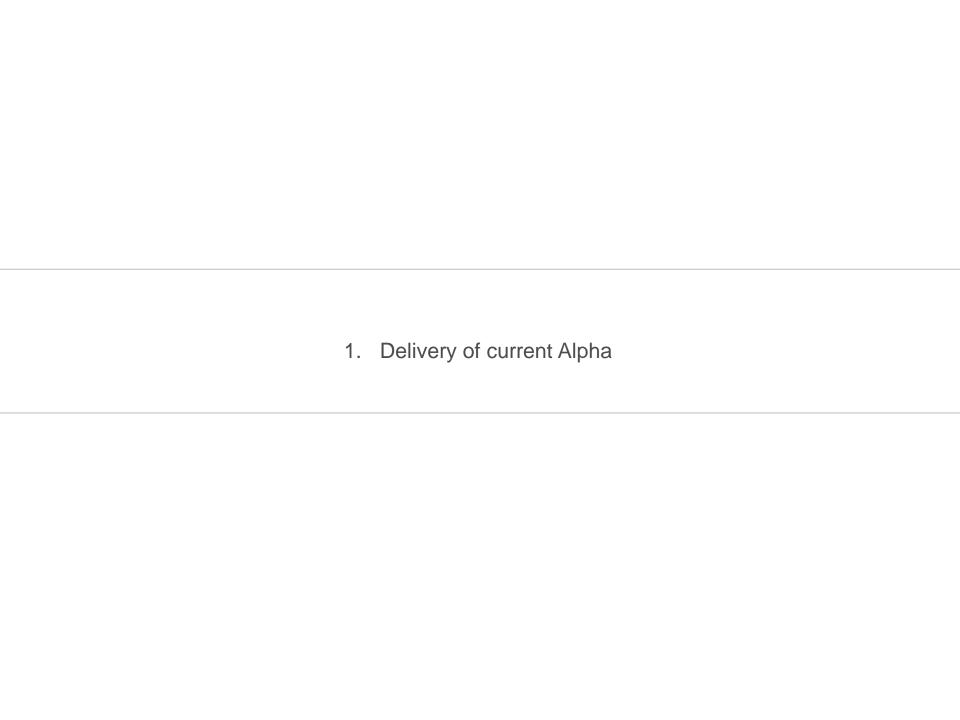
Recycling Capital Enhancing
The Return
Profile

Disposals at Premium to GAV

Unlock value from internal schemes

Additional Rents

Additional Value Creation

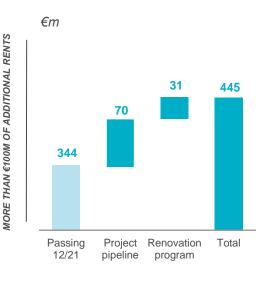


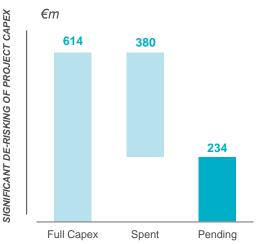




### **Delivery of current Alpha**







#### **PROJECT PIPELINE**



Miguel Angel 23



Marceau

Biome









**RENOVATION PROGRAM** 













Diagonal 530





Parc Glories II



Projects with significant pre-lets YTD



Pre-Let Delivery

Q3 2022

100%

Pre-Let

Delivery

2024



#### **Delivery of current Alpha**

#### **PROJECT PIPELINE**



1H 23

12/21

Full value 5

Total cost 3 Current value 4

#### Sagasta 27



<sup>1 05/22</sup> YTD GRI

<sup>&</sup>lt;sup>2</sup> Annualized topped-Up passing GRI

<sup>&</sup>lt;sup>3</sup> Total Cost Finished Product= Acquisition Cost/Asset Value pre Project + total Capex to be invested

<sup>&</sup>lt;sup>4</sup> GAV 12/21 + Pending Capex as of 12/21

<sup>&</sup>lt;sup>5</sup> Stabilized Rent capitalized at estimated exit yield

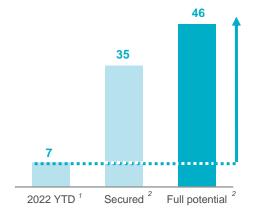




#### **Delivery of current Alpha**

#### **RENOVATION PROGRAM**

Additional Rents €m



103 Grenelle



Charles de Gaulle



**Washington Plaza** 



Cézanne St Honoré



Cedro



**Ortega y Gasset** 



Diagonal 530



**Torre Marenostrum** 

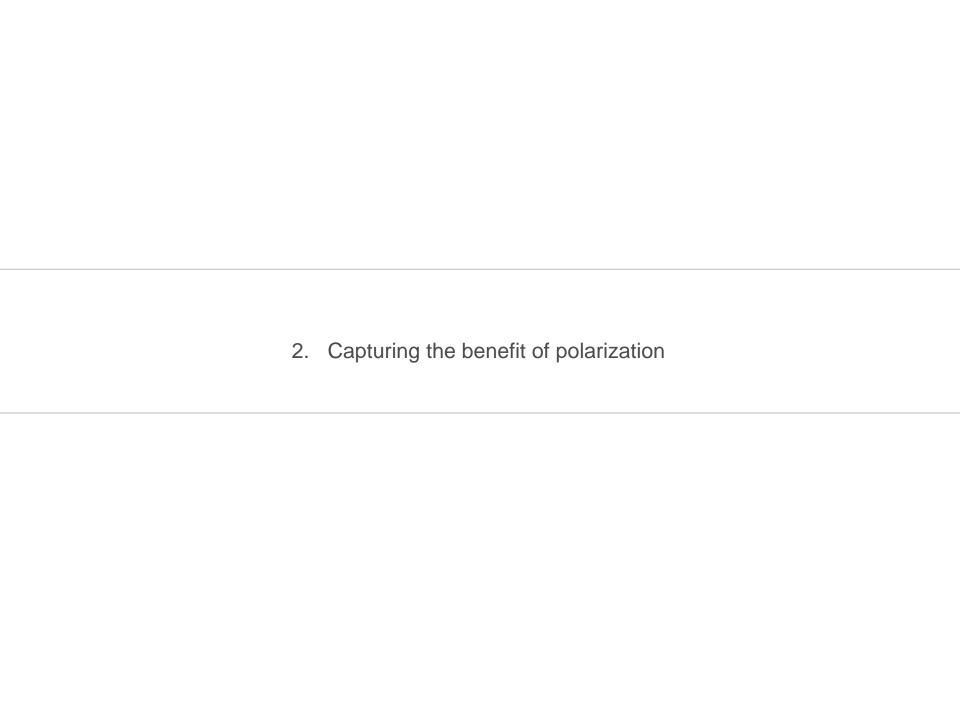


Parc Glories II



<sup>1 05/22</sup> YTD GRI

<sup>&</sup>lt;sup>2</sup> Annualized topped-Up passing GRI



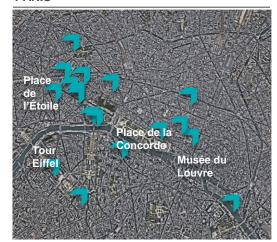


### 2 Capturing the benefit of polarization

Large scale assets with strong pricing power



#### **PARIS**



**MADRID** 



Méndez Alvaro



Édouard VII



**Washington Plaza** 



**Pasteur** 



#Cloud



Cézanne Saint-Honoré



Louvre Saint-Honoré



**Biome** 



**Parc Glories** 





## 2 Capturing the benefit of polarization







2. Capturing Maximum Rents

1. Attracting Best Clients





3. Full Indexation pass through

#### Rental Price Performance<sup>1</sup>

	Barcelona	Madrid	Paris
Average Rents	24	26	685
Maximum Rents Signed	28	>37	>900

- 4. Maintaining High Occupancy level
- 5. Protecting Maximum Value & Cash Flows
- 6. Scarcity play in Rental & Investment Market

<sup>&</sup>lt;sup>1</sup> As of 05/2022

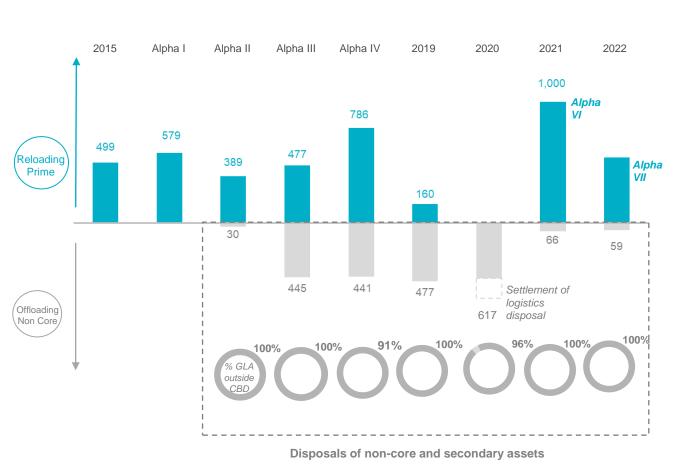
<sup>&</sup>lt;sup>2</sup> Signed rents vs 12/2021 ERV (new lettings & renewals)





### 3 Ongoing flight to quality through mature secondary disposals





#### Delivered 2022 YTD

Josefa Valcárcel, 24 Alcalá, 506

5,652
sqm

Le Vaisseau



Total sqm	18,243 sqm
Disposal Price	€59 m
Premium to GAV	+11%

Future disposals under analysis





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### The strongest office platform to play the cycle

### Challenge Colonial's Response **ECONOMIC CYCLE & RENTS** High visibility on additional future Cash Flow > Delivery of Alpha: significant additional Cash Flow secured > Strong Resilience of Prime Positioning/ Polarization > Proven Portfolio Stability in previous cycles **RENTS INDEXATION** Pricing power through the best product > Total contract portfolio<sup>1</sup> with full indexation > 100% indexation passed through YTD > Strong Release Spreads & ERV growths WORK FROM HOME Strong letting performance across Covid & YTD > Lettings at record rents in the middle of Covid Occupancy at 96% and well above peers > Attracting Top Tier Clients in very good terms **VALUE PROTECTION Scarcity Play of Grade A Portfolio** > Superior Pricing Power in Rents & Asset Values > Highest ESG Standards > Alpha Management of Assets A solid balance sheet with a strong hedging profile **LEVERAGE & RATES** > 90% of debt at a fixed interest rate > Pre-hedging of more than 1/3 of future debt maturities

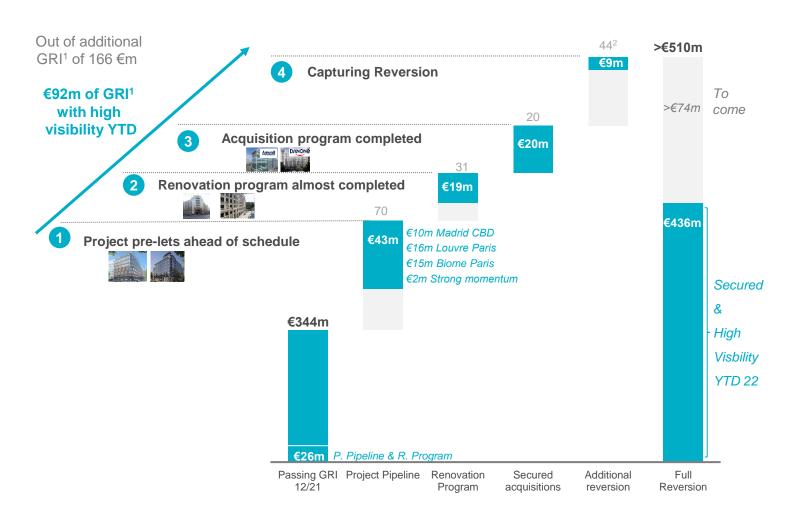
> Liquidity of €2.5bn: more than 2x coverage of financing needs 22-24

<sup>&</sup>lt;sup>1</sup> Except for 2 public tenants in Spain



**Appendix** 

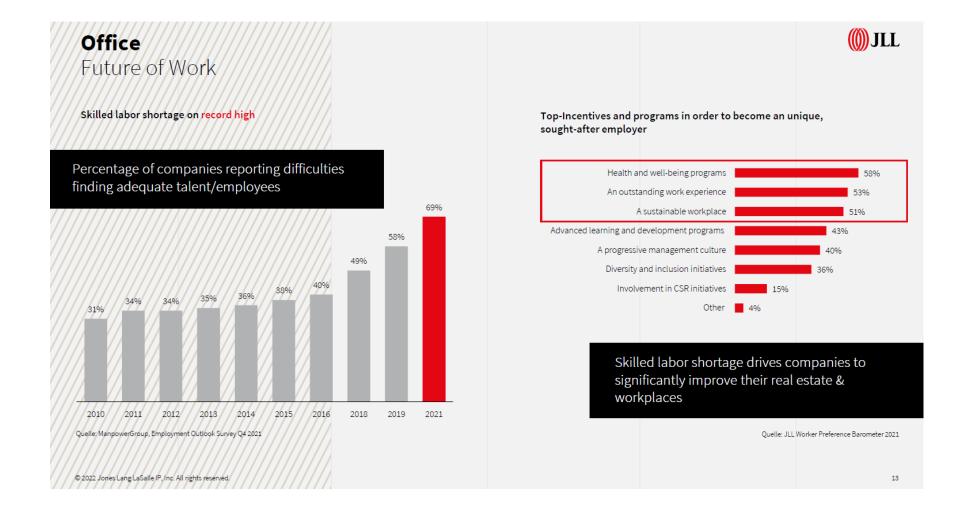




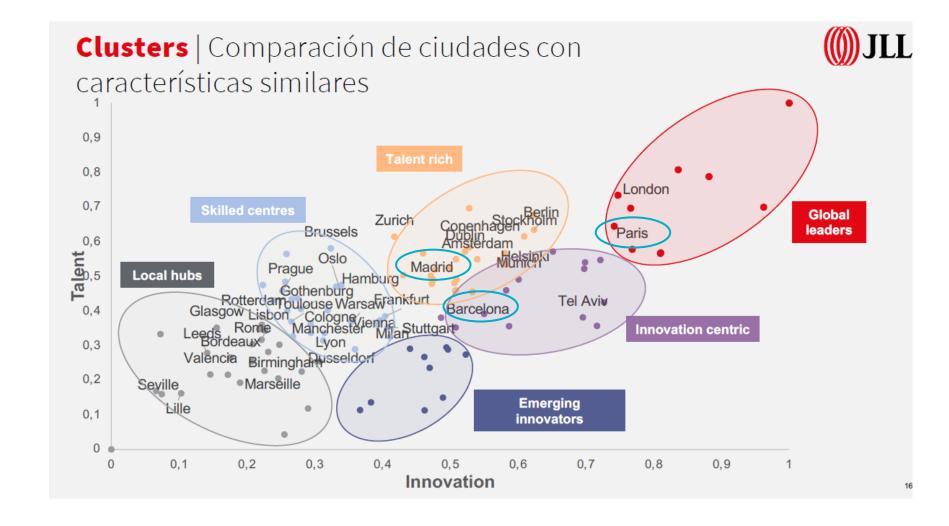
<sup>1.</sup> Topped-up passing GRI as of 31/12/21 excluding passing GRI of Barcelona acquisition

<sup>2.</sup> Includes other refurbishments





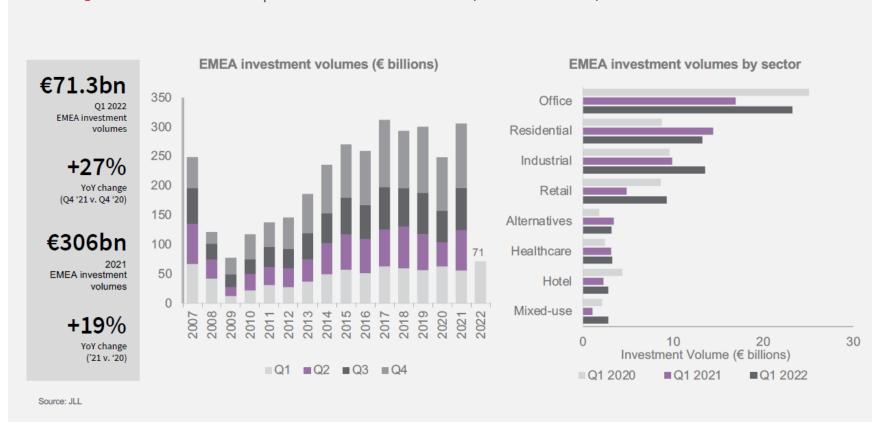






# Capital Markets | La inversión recupera su impulso







# Capital Markets | El RE atrae cada año más capital





<sup>1.</sup> Topped-up passing GRI as of 31/12/21 excluding passing GRI of Barcelona acquisition

Includes other refurbishments

### Colonial





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