



The REIT
for the new retail world!

Q1 2023 BUSINESS UPDATE

19th May 2023



Presenting Team



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Index

1 Highlights

2 Financial
information and
ESG

3 Closing
Remarks



IBEX GENDER EQUALITY INDEX

1 Highlights



We continue growing



Sales

€235.4 Mn¹

+7.9% vs Q1 2022

+11.1% vs Q1 2019 LfL²



Footfall

19.6 Mn visits

+5.6% vs Q1 2022

-2.3% vs Q1 2019 LfL²



NOI

€20.9 Mn

+25.0% vs Q1 2022



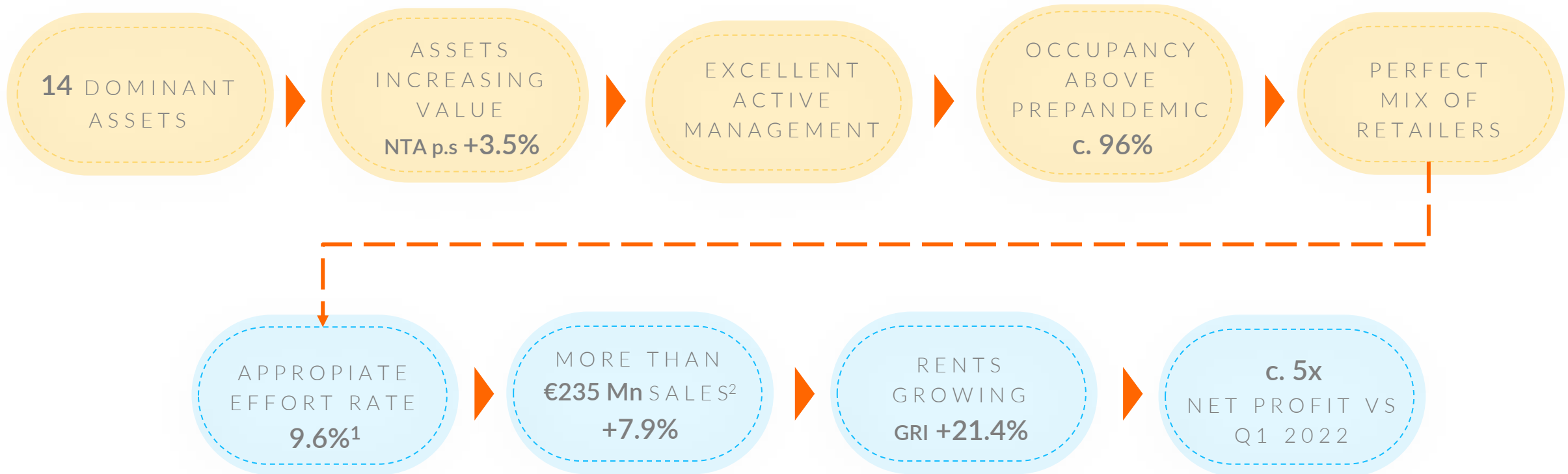
Net profit

€31.9 Mn

c. 5x vs Q1 2022

¹ Declared sales
² LfL: Excluding Lagoh

Our strategy continues delivering good results



1 Including expenses
2 Declared sales

2

Financial Information & ESG



Leasing activity Q1 2023



1 Including expenses
2 Not considering CPI rates increase and excluding 1 non comparable operation

Operating results in Q1 2023

Results

GRI

€25.1 Mn

+21.4% vs Q1 2022

NOI

€20.9Mn

+25.0% vs Q1 2022

EBITDA

€16.6 Mn

+28.3% vs Q1 2022

NET PROFIT

€31.9 Mn

c. 5x vs Q1 2022

EPRANTA PER SHARE

€ 11.31 p.s

+3.5% vs FY 2022

Assets

GAV

€1,474 Mn

EPRA "TOPPED-UP" NIY

6.4%

OCCUPANCY

c. 96%

WAULT

2.6 years

COLLECTION RATE

98%¹

¹ Percentage of rents and expenses collected from tenants in 2023

Sales by activity Q1 2023

Sales Q1 2023¹:
€235.4 Mn +7.9% vs Q1 2022

FOOD

+8.1% vs Q1 2022

CULTURE, TECH AND MULTIMEDIA

+7.0% vs Q1 2022

LEISURE AND ENTERTAINMENT

+12.6% vs Q1 2022

HOME

-10.0% vs Q1 2022

FASHION

+13.1% vs Q1 2022

DINING

+20.1% vs Q1 2022

HEALTH AND BEAUTY

+20.6% vs Q1 2022

SERVICES

+7.0% vs Q1 2022

SPORTS AND ADVENTURE

+22.2% vs Q1 2022

OTHERS

+27.1% vs Q1 2022

¹ Declared sales

Financial profile & cash position



1 NET FINANCIAL DEBT

€525.6 Mn

2 NET LTV

35.7%

3 AVERAGE COST OF DEBT

1.8%

4 AVERAGE DEBT MATURITY

4.5 years

5 FIXED RATE AND UNENCUMBERED

100%

6 GREEN DEBT

100%

Bond Buy-Back completed in January 2023

Key transaction terms

Strong bondholder demand resulting in a successful transaction for Lar España's shareholders

Implied discount achieved on bond repurchase of 18%

Significant leverage reduction from a LTV of 38.9% as of Sep-22 to a **pro-forma LTV of 37.1%**, and as for Q1 2023 LTV was **35.7%**.

Accretive transaction on an EPRA NTA basis, **increasing NTA per share to €11.16 p.s.** and as for Q1 2023, NTA per share was **€11.31 p.s**

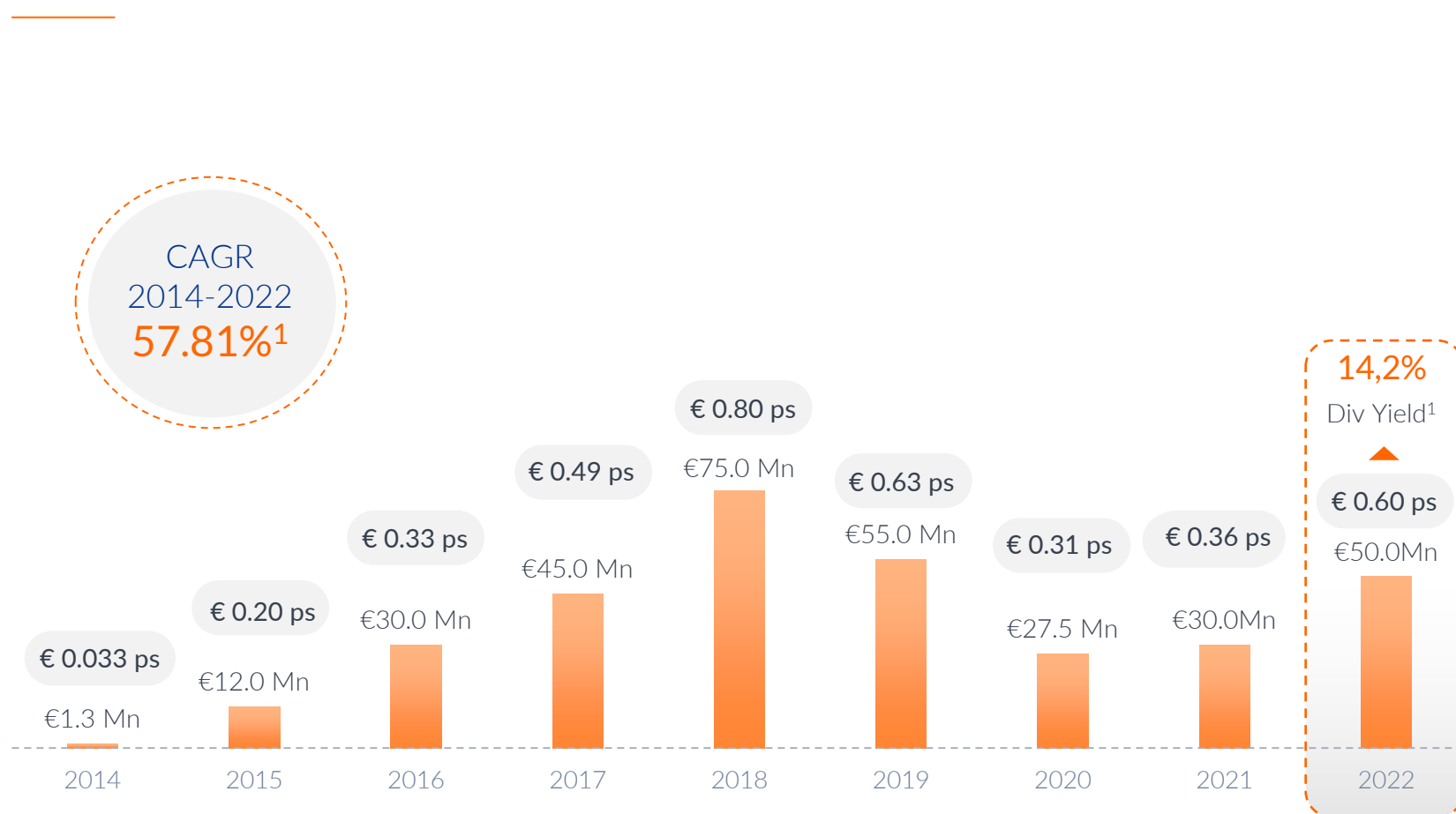
+ c. €20 Mn profit in the P&L

Sources and uses

Sources	€mm
Cash from Balance Sheet	90.5
Total Sources	90.5

Uses	€mm
Nominal amount of unsecured senior green bonds maturing in Jul-26 repurchased	98.0
Nominal amount of unsecured senior green bonds maturing in Nov-28 repurchased	12.0
Consolidated discount on bonds repurchased	(19.5)
Total Uses	90.5

We have paid one of the highest ordinary dividends in our history



Since our foundation,
we have distributed
a total of
>€325 Mn



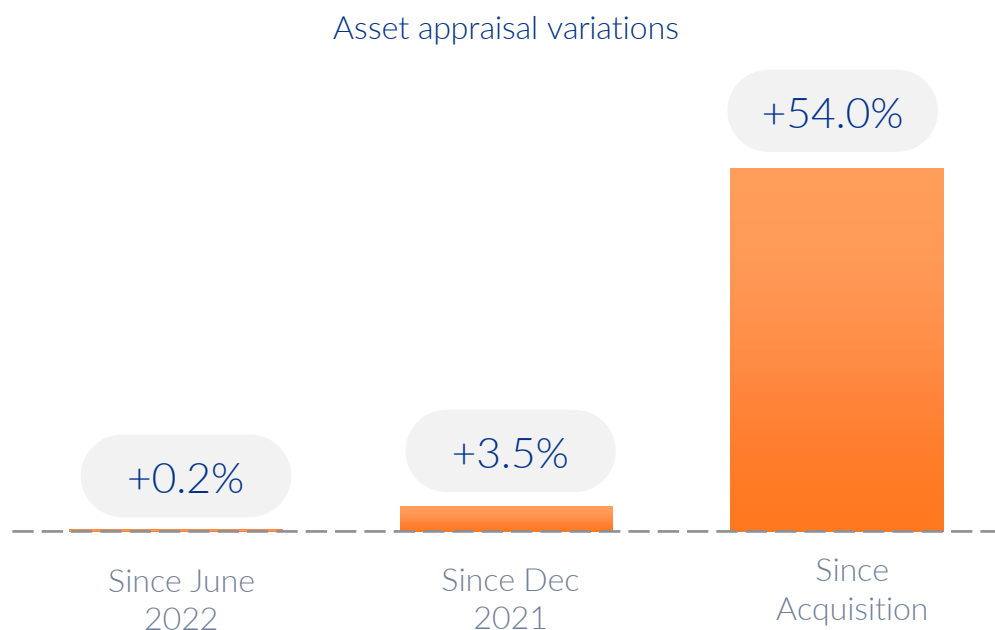
¹ Over market cap 31 December

Sound valuations

31st December 2022 Valuation

€1,473 Mn

Including Capex Invested



The capital value/sqm is solid and remains fully controlled

- ▶ A **resilient** portfolio of **dominant** shopping centres in attractive catchment areas.
- ▶ **Cherry picked assets** carefully selected without acquiring portfolios.
- ▶ Assets c.**100% owned**, delivering flexibility, control and full decision capacity.
- ▶ Solvent and **diversified tenant base** with a WAULT of 2.6 years and close medium-and long-term relationships.
- ▶ **Active management** with last trends in technology, omnichannel strategy and customer knowledge experience.

P&L Q1 2023

	Q1 2023	Q1 2022	
Consolidated Income Statement Q1 2023 (€ Millions)			
	Total	Total	% Growth
Revenues	24.2	19.9	+21.2%
Other Income	0.9	0.7	
Total Income	25.1	20.6	+21.4%
Personnel expenses	(0.2)	(0.3)	
Other expenses	(8.3)	(7.4)	
Changes in the fair value of investment properties	-	-	
Results from divestment	-	-	
EBIT	16.6	12.9	+28.3%
Financial Result	(3.8)	(4.3)	
Impairment and result of disposals of financial instruments	19.1	(2.0)	
EBT	31.9	6.6	c. 5x
Income Tax	-	-	
Profit/(Loss) for the Period	31.9	6.6	c. 5x

Best in class practices in ESG

Emissions

Scope 1 + 2
-95.3% vs 2015
-41.0% vs 2021

Scope 1 + 2 + 3
-39.8% vs 2021

Over 14x% of leases signed by Lar España's portfolio include **Green Leasing Clauses**

Energy

Energy intensity per visitor
-27.5% vs 2015
-15.4% LfL vs 2021

-55.0% Non-renewable energy vs 2021
 Fuel: **-32.3%** vs 2021

100% properties in Lar España's portfolio feature **electric vehicle points**

Social contribution

6 assets certified in **Universal Accessibility**. 4 in process.

+2,600 hours dedicated social initiatives in 2022

Commitment to local development
+57 €Mn in purchases from national suppliers.

+16,000 jobs generated



Renewal of the Commitment to the **UN Global Compact** and **SDG goals**.
 Participation in the **SDG Ambition Programme**.



Carbon Footprint Registration
 2018, 2019, 2020 & 2021

AENOR

Obtaining the **Reduzco seal** becoming the first real estate company listed in Spain to achieve it.

- **100%** of the company's assets are currently BREEAM certified.
- **c. 100%¹** of them with an **'Excellent' or 'Very Good'** rating.
- **100%** of the portfolio under its operational control is ISO 14001 and 45001 certified.



In 2022, Lar España began studying the climate-related risks of its assets under the framework developed by the Task Force on Climate-Related Financial Disclosures (TCFD). The first conclusions drawn from the risk analysis have been included in the Annual Report 2022



MSCI has **ratified and confirmed** their **BBB** ESG Rating for Lar España Real Estate.

BBB MSCI ESG Rating

IBEX GENDER EQUALITY INDEX

Lar España is one of the 30 companies featured on the **IBEX Gender Equality Index®**, an indisputable sign of the Company's commitment to diversity.



8th consecutive year, EPRA Gold Award regarding financial information.

5th consecutive year, EPRA Gold Award regarding ESG information.



- Score of **85** → **+8%** vs Peer Average.
- Maximum score for the **Management part**.

3

Closing Remarks



In summary: another quarter of strong results

GROWING RENTS

+21.4%
GRI vs Q1 2022

SOLID OPERATING RESULTS

+25.0%
NOI vs Q1 2022

MAJOR INCREASE IN PROFIT

c. 5x
Net profit vs Q1 2022

MODERATE DEBT LEVEL

35.7%
Net LTV

IMPROVEMENT IN EPRA FIGURES

€ 946.1
EPRA NTA
11.31 p.s.

ONE OF THE HIGHEST ORDINARY DIVIDENDS IN OUR HISTORY

€50 Mn €0.60 p.s.
+66.7% vs FY 2021

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