

Lagoh destina 3.000 euros a cumplir los Deseos Solidarios

Los CEIP Hernán Cortés y Aníbal González y tres protectoras de animales, entre los beneficiarios

S. V.

El centro comercial Lagoh ha culminado el objetivo solidario de su Oficina Postal de Deseos de Navidad: destinar un total de 3.000 euros a hacer realidad diferentes necesidades de personas, entidades y colectivos de la ciudad, manifestadas por los propios visitantes al centro.

Los beneficiarios han sido seleccionados de entre los "deseos solidarios" que el público fue indicando a lo largo de las pasadas fiestas navideñas, de entre más de 70 solicitudes. Los deseos seleccionados y las correspondientes entidades beneficiarias son las siguientes: material escolar por el CEIP Hernán Cortés; material deportivo para el CEIP Aníbal González; carrito de la compra solidario para destinatarios actualmente desempleados; *Día para dos*, con almuerzo y entrada de cine, con motivo de unas bodas de oro; útiles y alimentos para tres pro-

tectoras de animales: Arcas Sevilla, Zarpitas y Ayandena.

La Oficina Postal de Deseos recibió a lo largo del mes de diciembre y enero una gran cantidad de deseos solidarios que pudieran llevarse a cabo desde Lagoh, con el objetivo de que beneficiaran a otras personas del entorno próximo a cada persona solicitante. Todos estos buenos deseos fueron trasladados y evaluados desde esta Oficina Postal de Lagoh. En la jornada de ayer se hizo entrega de la dotación económica que permitirá hacer realidad cada uno de ellos.



Entrega en Lagoh de la dotación económica.

M. G.

Socimis are key for retail investment

SOCIMIS ARE KEY FOR RETAIL INVESTMENT

Over recent years, SOCIMIs experienced rapid growth until attaining relative scale, due to their above-average market capitalisation in terms of GDP, for this type of companies in the European Union.

These vehicles are the owners of some of the principal shopping centres in Spain and Europe. Indeed, two of the main centres to open in the last year in Spain, Lagoh and X-Madrid, are owned by two of the largest Spanish SOCIMIs, which have also outlined extremely ambitious plans to renovate the assets in their portfolio.

However, their regime may undergo changes. At the closing of this issue, the General State Budgets were being revealed and indicated the possibility of implementing taxation on 15% of these firms' non-distributed profits.

Thus, the sector is now waiting to see how legislation develops, while advocating stability. *"Regardless of the impact that implementing a 15% rate of taxation on SOCIMIs' non-distributed profits may have, any change in legislation whose objective is not to improve the competitive position of our REITs compared with other European countries will be negatively interpreted by investors with a stake in our real estate sector, since this generates judicial and institutional insecurity. The long-term and strategic character of SOCIMIs' operations requires a legal framework that is stable, secure and generates confidence to guarantee capital inflows to our country and ensure that companies in the sector have the necessary liquidity to accommodate their business plans*

and meet their obligations with all stakeholders, including the Public Administration", comments Javier Basagoiti, CEO of Asocimi.

Experts seem confident that regulators still believe in the model. *"There are already similar measures in markets like the USA and Australia. Therefore, this measure is not foreign to comparative law",* ensure Luis Molina, a tax attorney at Uría Menéndez, who also noted that, until we know how the government's announcement will be concretely implemented, the impact of this measure will not be relevant. Nonetheless, he adds that *"with respect to investors, this change in legislation may alter the decision-making process".*

The value of real estate assets listed in developed European states amounted to 344.5 million euros in the first semester of 2020

From 2 to 90 in six years

In Spain, between 2013 and 2019, the number of registered SOCIMIs increased from 2 to 90, while their market capitalisation grew from 100 million euros to 27 billion euros, according to Banco de España. Nevertheless, at the end of the first quarter of 2020, the market cap of SOCIMIs decreased to 22.1 billion euros, due to the widespread decline in stock markets brought about by the international spread of COVID-19.

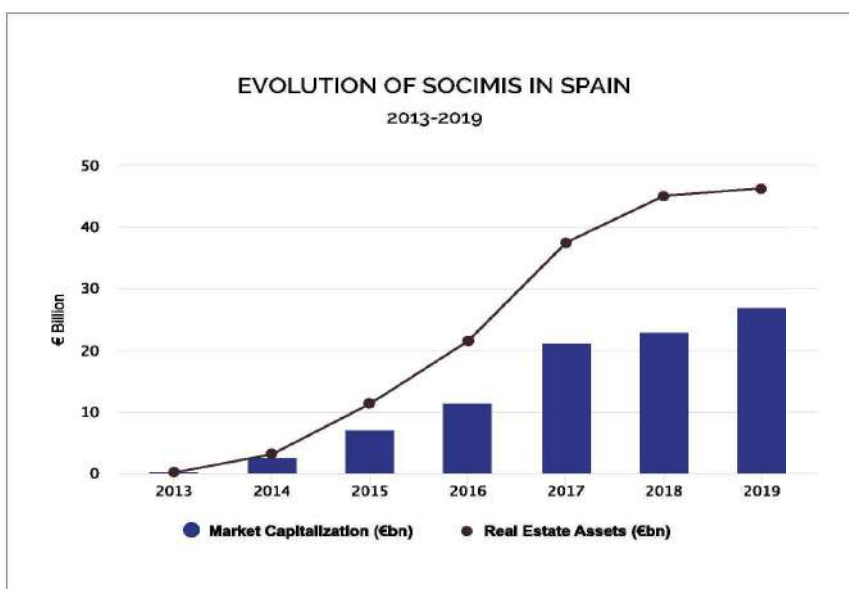
For their part, the volume of real estate assets controlled by these companies also increased substantially in recent years. Therefore, the value of these assets grew from 100 million euros in 2013 to approximately 46 billion euros at the end of 2019, Banco de España underlines.

Capitalisation represents approximately 2% of the GDP. This percentage is higher than in similar companies in Germany and Italy, although lower than the levels in other countries with a longer history, such as the USA, UK and Japan or, in Europe, Belgium, the Netherlands and France.

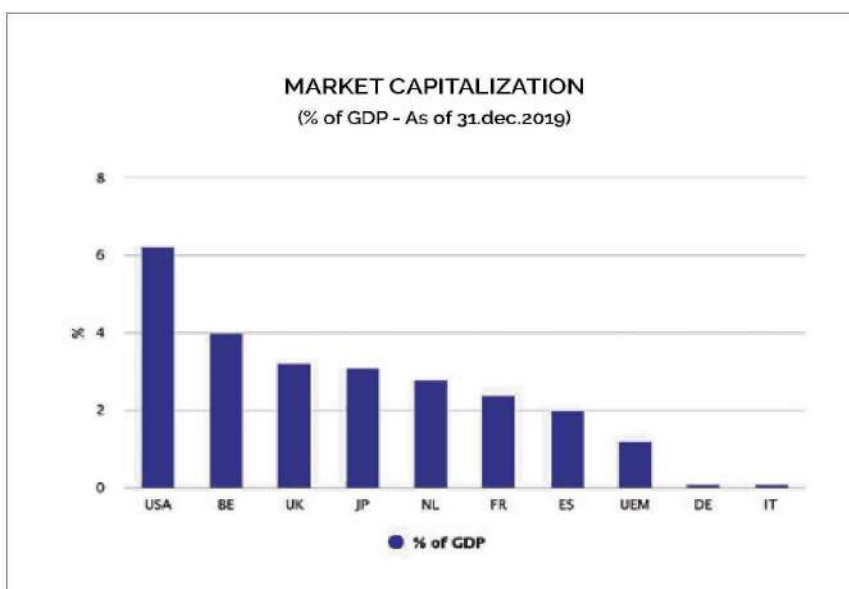
The Spanish SOCIMI sector is concentrated in a small number of large vehicles that coexist with a broader group of small firms, adds Banco de España. In terms of market capitalisation, at the end of 2019, the five largest SOCIMIs represented 65% of these firms' total exchange value and also concentrated around 65% of the real estate assets. Their average size was 32 times greater than the other 85 companies.

In terms of shareholder remuneration, SOCIMIs distributed 1.25 billion euros in dividends in 2019, according to information by JLL, representing a y-o-y increase of more than 60%.

The financial health of SOCIMIs, measured by their capacity to generate annual cash flow, has enabled them to reduce their levels of leverage, situated at 38% of the assets' market value.



SOURCE: Armabex, Bolsas y Mercados Españoles, Central de Balances del Banco de España, Datastream and European Public Real Estate Association



SOURCE: Armabex, Bolsas y Mercados Españoles, Central de Balances del Banco de España, Datastream and European Public Real Estate Association

65%

In terms of market capitalisation, at the end of 2019, the five largest SOCIMIs represented 65% of these firms' total exchange value

The weight of the tertiary sector

SOCIMI balance sheets present a large share from the non-residential segment. Thus, at the end of 2019, 82% of the portfolios was invested in hotels, offices, stores, shopping centres and logistics centres.

Conversely, these firms' investment in housing only represented 11.2% of their assets and made up just 0.1% of the estimated housing stock owned by families, and around 1% of the principal rental housing stock.

International capital

In addition, these companies have been able to attract a large amount of international investment. An extremely significant part of shareholders in SOCIMIs is made up of non-residents. If we exclude floating capital, most of the capital of firms listed on regulated markets would be in the hands of non-residents (72% in 2018) and, in the case of those listed on alternatives markets, this percentage would be lower (43%).

According to data by the Security Holdings Statistics by Sector (SHSS), most of non-resident shareholders are from countries outside the Eurozone. The latest information, regarding the fourth quarter of 2019, shows that these shareholders have a stake of around 50% in SOCIMI capital.

SOCIMIs and retail

Specifically regarding retail, in 2019 there were eight firms specialising in shopping centres and retail parks, while another 12 were focused on high street retail, including bank branches, according to data by JLL. The market capitalisation in the first group was 5.63 billion euros and in the second, 655 million. The overall net value of the assets amounted to 9.25 billion euros, while in 2018 this value was 8.02 billion.

According to this real estate consultancy, the net value of investments carried out last year surpassed 5.7 billion euros. The volume of real estate investments in the total SOCIMI market surpassed 44 billion euros, with retail representing more than 10%.

Rental income for the year amounted to 525 million euros, compared with 409 in 2018. This figure represents more than 25% of the rental income of the total market, with 2.06 billion euros. The EBITDA of SOCIMIs specialising in shopping centres, retail parks and high street retail surpassed 400 million euros, slightly below the 459 million recorded in 2018.

Solid balances

This led most of these companies to face the complicated situation provoked by COVID-19 with solidity. Merlin Properties closed the first semester of 2020 with a turnover of 259.4 million euros and an EBITDA of 184.1 million.

The firm's portfolio attained a Gross Asset Value (GAV) of 12.75 billion, in line with the result in December 2019 (+0.2%). By category, the valuation of offices and logistics continued to rise with higher rents, while net leases remained steady and shopping centres dropped 4.7%.

For retail tenants, the SOCIMI launched a commercial policy with rent discounts of 100% during the months when shops were closed. For the months following reopening, it provided incentives as of June, which decrease until December (60% / 10%). The policy was accepted by more than 92% of retail clients. In exchange, clients extended their leases until 2022. The rate of defaults was only 2.6%.

Occupancy closed the semester at 94.1% and the incentives given to clients amounted to 27.8 million euros. Following reopening, the footfall in shopping centres and sales suffered the effects of reduced mobility, especially in tourist areas, with footfall declining 29% in the first two weeks of July and an 18% drop in sales during the month of June.

In turn, Lar España obtained a total income of 47.9 million euros in the first semester of 2020, 24.4% higher than in the same period the previous year. The recurring net income was 28.1 million euros, a 65.5% increase compared with the 17 million euros obtained in the first semester of 2019.

José Luis del Valle, Chairman of the Board of Lar España, highlights that the company is emerging from the pandemic even stronger. *"The opening of Lagoh and the extraordinary modernisation implemented in our shopping centres has had a decisive influence on our revenue growth, despite the decline in activity*

Publicación	Iberian Property General, 48	Fecha	13/01/2021
Soporte	Prensa Escrita	País	España
Circulación		V. Comunicación	ND
Difusión	ND	Tamaño	420,23 cm² (67,4%)
Audiencia	ND	V.Publicitario	--- EUR (ND USD)

during the state of emergency. That recurring income generation gives us great resilience in the short and medium term. Our centres are dominant in strategic regional locations, where they are becoming drivers of retail recovery in their respective locations and catchment areas".

The valuation of the portfolio in June 2020 was 1.5 billion euros, which represents an increase of 3.7% compared with June 2019, and a decrease of just 2.9% compared with December.

In quarterly terms, the company generated 24.1 million euros in rental income between January and March, and 23.8 million euros between April and June. So far, Lar España has established agreements for about 90% of the gross leasable area of its shopping centres. At the moment, the estimated impact on total rents in 2020 and on the leases established is less than 3%.

On 30 June, the footfall in Lar España shopping centres was 92% of the figure recorded one year before. By July, the footfall had grown to 95% of the figure in the previous year. In the first semester of 2020, the malls received 24.5 million visitors and generated 143.6 million euros in sales.

The valuation of General de Galerías Comerciales assets is over 2.56 billion euros. According to this company, its shopping centres and retail parks amount to more than 1,100 locations. The net turnover in 2019 was around 137 million euros.

Another major SOCIMI, Castellana Properties, obtained an EBITDA of 44 million euros in its last financial year, 58% higher than the previous period. Currently, its portfolio includes 18 assets, among shopping centres, retail parks and offices, which occupy a GLA of 373,419 sqm. The gross value of its portfolio amounts to more than 1 billion euros and the net value is 559 million. The gross rental income was 56 million euros, 63% higher than the previous financial year and 2.78% higher in comparative terms.

"Castellana Properties has outstanding solidity. Given our excellent cash position at the moment, solid results and good prospects, for now we do not need to carry out any capitalisation. We remain confident about the potential of the retail sector in Spain and the figures registered in our shopping centres and retail parks back this up", ensures Alfonso Brunet, CEO of Castellana Properties.

"In this current scenario, it is crucial to maintain a close and direct relationship with tenants to find solutions that are mutually beneficial. This is what we have done at Castellana Properties and, thanks to this, our occupancy rate has remained at 98%", he states.

On the other hand, the SOCIMI Silicius Real Estate closed the last financial year with a total of 35 assets in its portfolio, at a gross value above 442 million euros and with 38 new shareholders. The firm's portfolio includes centres like Thader, La Fira and Bahía Plaza, as well as various retail parks and business premises.

In turn, Trajano Iberia has two shopping centres in its portfolio: Alcalá Magna, where it owns more than 34,100 sqm, and Nosso Shopping Douro, where it owns approximately 22,000 sqm.

Other SOCIMIs have been established in recent years, such as ORES, with a capital of 196.7 million and a GAV of 382.3 million. Its managing partner is Sonae Sierra, which also manages Trivium Socimi, whose portfolio includes the malls GranCasa, Valle Real and Max Center.

Other than shopping centres, the SOCIMI Inbest closed one of last year's major operations, formalised in January, for the purchase of the commercial space in Edificio España, located at number 84 of the Gran Vía in Madrid. The acquisition of this asset, measuring 15,000 sqm distributed across four floors, totalled 160 million euros.

An extremely significant part of SOCIMI shareholders are non-residents

International REITs

The principal European REITs specialising in retail also have a solid presence in Spain. Unibail-Rodamco-Westfield is the owner of eight centres that include the iconic Parquesur, Glòries, La Maquinista and Splau. Globally, it has 89 complexes valued at 60.4 billion euros and a footfall of 12 billion visitors each year.

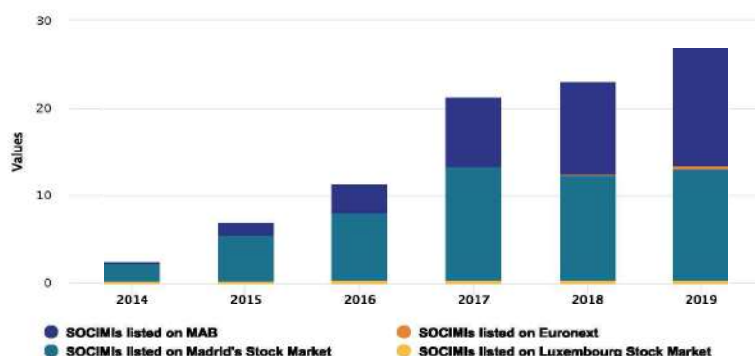
Klépierre, another major European REIT, has also demonstrated its strength, with a solid recovery in sales since reopening its centres in Spain, France, Belgium, Portugal, Italy, Denmark, Poland and the Czech Republic. Sales in June reached 85% of the figure attained the previous year. 83% of non-deferred rental income was collected during the first semester and 62% in the second quarter. The valuation of the portfolio decreased 2.8% in the last six months. The net rental income generated by the shopping centres amounted to 503.1 million euros in the semester ending on 30 June, an 8.9% decrease.

In turn, Carmila also implemented this formula. Its portfolio is comprised of 215 shopping centres in France, Spain and Italy, leaders in their catchment areas and valued at 6.37 billion euros on 30 June 2019. In Spain, it owns 78 shopping centres. With 486,347 sqm of GLA, the company manages 2,813 business and retail spaces.

The gross rental income reached 359.5 million euros in 2019, representing an increase of 5.6%. The net rental income for 2019 was 333.2 million euros, a 6.2% increase. The acquisitions completed in 2018 represented 2.2% of the net rental income growth in 2019, and the expansion projects concluded in 2018 and 2019 were responsible for 1.5% of this growth.

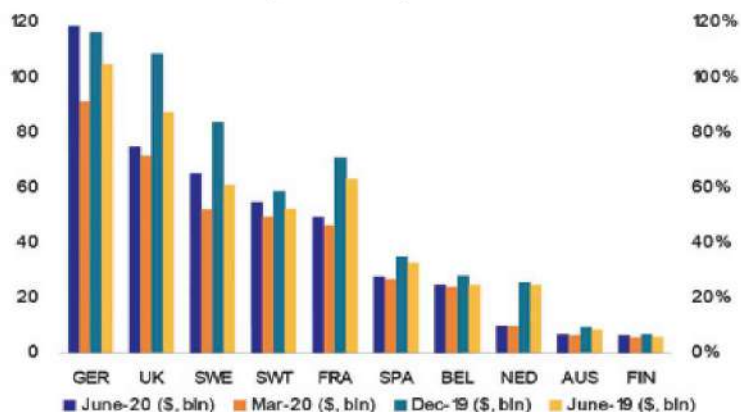
Throughout last year, 874 lease agreements were concluded, with a guaranteed minimum of 38.3 million euros in rents.

NUMBER OF LISTED SOCIMIS



SOURCE: Amabex, Bolsas y Mercados Españoles, Central de Balances de Banco de España and Datastream

DEVELOPED EUROPE: TOTAL LISTED REAL ESTATE SIZE (MCap, USD bln, Top 10 Countries)



SOURCE: EPRA

TOP INVESTORS 2020 – SPECIAL EDITION SPAIN

- Major investors show new confidence in Spanish real estate

NO. 16

QUARTERLY //
DECEMBER 2020

PRICE: €30 EUROPE

MAJOR INVESTORS RENEW THEIR VOTE OF CONFIDENCE IN SPANISH REAL ESTATE

Major investors maintain their vote of confidence in the Spanish property market, reinforcing the expectation that momentum will be restored quickly as soon as the pandemic is controlled in the country and the world.



Despite the current climate of uncertainty, in Spain, real estate has reacted relatively well to the pandemic. Presenting a positive outlook for the sector, investors have no doubt about the liquidity of Spanish properties and the attractive yields offered, believing that the country will continue to consolidate as a key investment destination for capital markets in Europe.

Ready to close what has been an especially challenging year for everyone, Iberian Property "took the pulse" of major real estate investors operating in Spain, inviting them to share strategies and indicate a) the principal reasons to invest in the country, and b) the best real estate investment opportunities currently emerging in the Spanish market. And, in spite of the adverse conditions caused by the pandemic, the predominant sentiment is optimism, as the answers from the participants in this barometer show in the following pages.

IP Barometer:

- a) Indicate 3 reasons to invest in Spain
- b) Where are the best real estate investment opportunities in Spain currently found?

Publicación	Iberian Property General, 51
Soporte	Prensa Escrita
Circulación	
Difusión	ND
Audiencia	ND

Fecha	13/01/2021
País	España
V. Comunicación	ND
Tamaño	425,85 cm² (68,3%)
V.Publicitario	--- EUR (ND USD)



MADRID



Recoletos 37



Génova 17



Castellana 52



Serrano 73

BARCELONA



Pg. dels Tàllers, 2-6



Diagonal, 682



Diagonal, 609-615



Diagonal, 625



Type of Investor	REIT
Gross Asset Value of Assets (€ Mn)	12,164
Gross Asset Value of Assets in Spain (€ Mn)	4,925
Number of assets Invested in Spain	66 (20 + in France)
% Ownership	-
Asset Debt (€ Mn)	4,644 (Net Debt)
Net Asset Value of Assets in Spain (€Mn)	5,697 (EPRA NAV)
Major Investor in the Vehicules	-
Sector Allocation (in %)	
City Allocation (in %)	
Reference Assets	Velazquez 80; Recoletos 37; Discovery Building; Serrano 73; Diagonal 530; Diagonal 609; Ciutat de Granada 150 (Parc Glòries); Washington Plaza; #Cloud; Biome; Marceau

Publicación	Iberian Property General, 52
Soporte	Prensa Escrita
Circulación	
Difusión	ND
Audiencia	ND

Fecha	13/01/2021
País	España
V. Comunicación	ND
Tamaño	410,71 cm² (65,9%)
V.Publicitario	--- EUR (ND USD)



X MADRID



Type of Investor	REIT
Gross Asset Value of Assets in Spain (€ Mn)	11.703 (+ €1,052m in Portugal)
Number of assets Invested in Spain	909
% Ownership	-
Asset Debt	LTV: 40.5%
Net Asset Value of Assets in Spain (€Mn)*	7,365 <i>*NAV of the company, including assets in Portugal</i>
Major Investor in the Vehicles	Santander, Nortia Capital, Blackrock
Sector Allocation (€Mn)	<div><div><div>Office</div><div>Retail</div><div>Logistics & Industry</div><div>Net Leases</div><div>WIP & Land</div><div>Other</div><div>Equity method</div></div><div></div></div> <div><i>Including €1,052M in Portugal. WIP & Lands corresponds mainly to logistics. Equity Method : Proportionate NNAV of minority stakes. Mainly Cilsa (Logistics), DCN (Offices) and Silicius (Multiproduct)</i></div>
City Allocation (€Mn)	-
Reference Assets	Castellana 259 Tower (PwC Tower, Madrid) Glories Tower, Barcelona Arenas shopping center, Barcelona Tree portfolio (664 branches let to BBVA) Callao 5, Madrid

Publicación	Iberian Property General, 54
Soporte	Prensa Escrita
Circulación	
Difusión	ND
Audiencia	ND

Fecha	13/01/2021
País	España
V. Comunicación	ND
Tamaño	416,56 cm² (66,8%)
V.Publicitario	--- EUR (ND USD)



Antonio Simontalero
CBRE GLOBAL INVESTORS
Country Manager Iberia

a) There are several reasons why Spain should continue being an attractive destination for real estate investments. In this sense it is relevant to remark that construction activity is rejuvenating the real estate stock (commercial and residential) whilst public authorities in some cities like Madrid are helping in this transformation by approving ambitious projects and simplifying regulation.

On a more macro level and in the context of the discussions about debt mutualization, local bond yields remain low making Spanish real estate yields to become more attractive vs. fixed income and yields in other European countries. Additionally, Spain will be the second largest beneficiary of the Recovery and Resilience Facility which should help to produce a broad-based recovery of the economic activity in the years to come.

b) In relation to investment strategies, we continue seeing potential in the development of brand-new logistics warehouses to benefit from the shift from physical stores to ecommerce. Within this strategy, we target both infill/urban locations serving the customer supply chain and large distribution facilities in key transport hubs.

On the residential sector, there is an opportunity to create a clear differentiating factor vs. existing offer in Built-to-rent projects of quality affordable housing in undersupplied cities like Madrid and Barcelona.

The office sector will also offer opportunities via refurbishment or redevelopments of assets in desirable inner-city locations benefiting from the shortage of tech-enabled ESG-compliant Grade A space.

Finally, sectors like hotels (which will recover sharply after the pandemic due to lack of substitute product), leisure and retail should be also monitored in order to exploit mis-pricing opportunities as a result of special situations.



Type of Investor	Asset Manager
Gross Asset Value of Assets in Spain (€ Mn)	5,440
Number of assets Invested in Spain	171
% Ownership	55%
Asset Debt	LTV levels between 25-50%
Net Asset Value of Assets in Spain (€ Mn)	>2,000
Major Investor in the Vehicles	Institutional investors
Sector Allocation (%)	
City Allocation (%)	
Reference Assets	n.a.

Publicación	Iberian Property General, 55
Soporte	Prensa Escrita
Circulación	
Difusión	ND
Audiencia	ND

Fecha	13/01/2021
País	España
V. Comunicación	ND
Tamaño	436,11 cm² (70,0%)
V.Publicitario	--- EUR (ND USD)



Cristina Garcia-Peri
AZORA
Head of Corporate
Development and
Strategy

a) Spain is a country with a strong economic backbone and long history of investment in real estate (both institutionally and by individuals). Therefore, the overall set-up for real estate investment (regulation, financing etc) is generally supportive.

In addition, given these historic factors the Spanish real estate market is a large and liquid market to invest in, both within the Southern Europe context but also if put into the broader European context.

Finally, a number of megatrends are playing out now (and in some cases in an accelerated fashion), which make invests in Spanish real estate particularly attractive, as they provide exposure to these megatrends, with the added support of a real asset base.

b) We believe in investing in verticals where we see supportive long term megatrends, as these will be more resilient across the cycles and will benefit from upside tailwinds (although we will also take an opportunistic view on certain assets).

On the back of this, we are focused on: (i) leisure hospitality (where we see a clear megatrend and are now seeing very attractive opportunities coming to market), (ii) rented residential (where we have been an active investor and property manager for the past 17 years and which is a clear beneficiary from COVID-19 and growing urbanisation), (iii) senior housing (with Spain as the country with the highest life expectancy in the world, coupled with a chronic undersupply of quality senior housing) and (iv) last-mile logistics (with constrained supply and demand predicted to grow exponentially as Spain reaches its e-commerce penetration tipping point).



AZORA

Type of Investor	Asset Manager										
Gross Asset Value of Assets in Spain (€ Mn)	3,062										
Number of assets Invested in Spain	187										
% Ownership	-										
Asset Debt	-										
Net Asset Value of Assets in Spain (€Mn)	-										
Major Investor in the Vehicules	CBRE GI, Madison Capital, APG										
Sector Allocation (€Mn)	<table><tr><td>Office</td><td>60</td></tr><tr><td>Retail</td><td>10</td></tr><tr><td>Logistics & Industry</td><td>10</td></tr><tr><td>Hotel & Hospitality</td><td>459</td></tr><tr><td>Residential (rented, for sale and senior housing)</td><td>2533</td></tr></table>	Office	60	Retail	10	Logistics & Industry	10	Hotel & Hospitality	459	Residential (rented, for sale and senior housing)	2533
Office	60										
Retail	10										
Logistics & Industry	10										
Hotel & Hospitality	459										
Residential (rented, for sale and senior housing)	2533										
City Allocation (€Mn)	-										
Reference Assets	Hotel Bless Ibiza Hotel Fiesta Tanit Ibiza Grand Palladium Sicilia, Med Playa hotel portfolio (Riudor Benidorm, Rio Park, Regente, Flamingo, Agir, Pez Espada and Riviera) River Park development (Madrid) Senior Housing Portfolio (Residencia Olímpia, Residencia Kirikiño, Residencia Barrika Barri, Residencia Otxartaga, Residencia Matogrande, Residencia Baño Salud) Tendam HQ Cinesa Mendez Alvaro										

Publicación	Iberian Property General, 56
Soporte	Prensa Escrita
Circulación	
Difusión	ND
Audiencia	ND

Fecha	13/01/2021
País	España
V. Comunicación	ND
Tamaño	411,46 cm² (66,0%)
V.Publicitario	--- EUR (ND USD)



Esther Escapa
AXA IM - REAL ASSETS
Head of
Transactions and
Developments
(Spain & Portugal)

a) In our view, there are many reasons to invest in Spain. Firstly, it offers a strong combination of factors that lead to high rates of population attraction on a long-term basis. These include a mix of cultural, professional and lifestyle benefits, including a strong education system, a good public healthcare system for EU citizens (with private healthcare also offered at affordable rates) and a stable [political] environment – in addition to the attractive climate. Secondly, the top urban regions in the country (Madrid, Barcelona, Valencia, Malaga) benefit from particularly strong population dynamics, proving a sustained ability to attract residents looking to study, live and work in these cities. Thirdly, Spain offers an interesting gap in terms of investment performance when compared to other European countries.

b) As such, we believe that the best real estate investment opportunities in Spain today reside in the affordable residential market, while assets in the logistics sector and those that are repositioning the hospitality sector also prove attractive.



Type of Investor	Asset Manager Insurance Company
Gross Asset Value of Assets in Spain (€ Mn)	-
Number of assets Invested in Spain	327 (228 of direct property assets + 99 of CRE debt assets)
% Ownership	100%
Asset Debt	-
Net Asset Value of Assets in Spain (€Mn)	3,678 (€2,337Mn of equity investments + €1,340Mn debt investments)
Major Investor in the Vehicles	-
Sector Allocation (€Mn)	
City Allocation (€Mn)	
Reference Assets	n.a.



Hernán San Pedro

LAR ESPAÑA
Director of
Investor Relations
and Corporate
Communication

a) Diversification. In the last decade, the Spanish property sector has achieved great diversification, driven by the sector's professionalisation. There are recognised experts in the different segments and managers have acquired extensive experience.

Quality of the assets. The assets in the portfolios of SOCIMIs and other real estate players are high quality. This is proven by their constant appraisal over recent years, with important yields obtained in disinvestment processes.

A stable market. Investing in various Spanish real estate segments continues to be an excellent long-term investment opportunity, with a wide range of SOCIMIs approved according to international standards and a highly consolidated volume of activity.

b) First in retail. The Spanish retail sector has demonstrated in the past a great capacity to adapt to new scenarios. E-commerce, technological disruption, omnichannel, big data, customer experience and environmental awareness, have made it stronger. This is a resilient sector with great medium- and long-term projection. In terms of the price vs NAV ratio, the opportunity is abundantly clear.

Secondly, the residential rental market. A traditionally small sector in Spain, it is expected to grow substantially in the next ten years in the principal Spanish cities.

In third place, the logistics market. This segment has been booming in recent years, and it is likely we will witness a new boost due to the creation of state-of-the-art, modern, efficient and sustainable facilities.



Type of Investor	REIT
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Gross Asset Value of Assets in Spain (€ Mn)	1,506
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Number of assets Invested in Spain	15
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% Ownership	100% Based on ownership over every asset of the portfolio
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Asset Debt (€ Mn)	754
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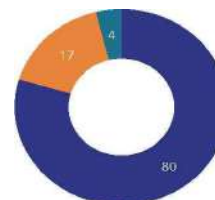
Net Debt (€Mn)	621
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Net Asset Value of Assets in Spain (€Mn)	905 EPRA NAV
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Major Investor in the Vehicules	20% Pimco
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Sector Allocation (%)

■ Shopping Centres
■ Retail Park
■ Other Retail



City Allocation (%)

■ Andalusia
■ Basque Country
■ Galicia
■ Valencia
■ Castilla - La Mancha
■ Castilla y León
■ Cataluña
■ Madrid
■ Other



Reference Assets

Centro Comercial Megapark Bilbao
Centro Comercial Lagoh Sevilla
Centro Comercial Anec Blau Barcelona
Centro Comercial Gran Vía de Vigo

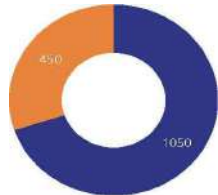
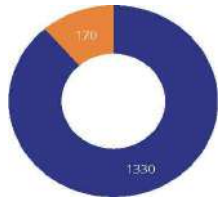


Thierry Julienne
IBA CAPITAL
 Managing Founding
 Partner

a) Spain is consolidating as one of the main European economies. Overall, the level of rents in Spain are still significantly below other European countries, while yield rates are higher. Furthermore, some sectors in the Spanish market are still at the beginning of a maturing process, with higher projection potential than other European countries.

b) Given the current market circumstances surrounding COVID-19, opportunities are emerging in almost all market sectors in the core + and value-added segment. In terms of the Core segment, it is worth noting that, as one of the major European economies, Spain offers slightly higher yield rates than other European countries. However, investors should be prepared to face a more constrained debt scenario due to the insecurity produced by COVID-19, as well as the merger process in the Spanish banking sector.

IBA | CAPITAL PARTNERS

Type of Investor	Asset Manager
Gross Asset Value of Assets in Spain (€ Mn)	1,500
Number of assets Invested in Spain	18
% Ownership	100%
Asset Debt (€ Mn)	260
Net Asset Value of Assets in Spain (€Mn)	1,240
Major Investor in the Vehicles	Bankinter, Banca March, CBRE Global Investment Partners, Angelo Gordon and several UHNWIs, Pension Funds
Sector Allocation (€Mn)	 <ul style="list-style-type: none"> Office Retail Logistics & Industry Hotel & Hospitality Alternative Sectors
City Allocation (€Mn)	 <ul style="list-style-type: none"> Madrid Barcelona Malaga Bilbao Valencia Other Spain
Reference Assets	Plaza Cataluña 23; Gran Via 18; Preciados 9; Edificio Novus; Torres Ágora; Vodafone HQ; Naturgy HQ; Enagas HQ; BMW HQ; Atos HQ.

Publicación	Iberian Property General, 60
Soporte	Prensa Escrita
Circulación	
Difusión	ND
Audiencia	ND

Fecha	13/01/2021
País	España
V. Comunicación	ND
Tamaño	416,42 cm² (66,8%)
V.Publicitario	--- EUR (ND USD)



Eduardo de Roda
PATRIZIA
Country Manager
for Iberia

a) Following the previous crisis, Spain underwent a structural shift on a macro level that transformed it into a solid and reliable economy. Currently, it is a mature market with sufficient scale to leave no doubt about the overall liquidity of its properties. And, compared with other countries in the Eurozone and in relative terms, Spain comes out ahead.

b) In my opinion, there are opportunities in every segment, provided there is profound market knowledge.

The general consensus is that the logistics segment and Build to Rent are currently the favourites. The first, resulting from the boost in e-commerce and new consumption habits, and the second because this is still an immature market in Spain where interesting opportunities are beginning to emerge.



Type of Investor	Investment manager
Gross Asset Value of Assets in Spain (€ Mn)	1,300
Number of assets Invested in Spain	35
% Ownership	-
Asset Debt	-
Net Asset Value of Assets in Spain (€Mn)	-
Major Investor in the Vehicles	-
Sector Allocation (%)	<div><div>■ Office</div><div>■ Retail</div><div>■ Logistics & Industry</div><div>■ Hotel & Hospitality</div><div>■ Alternative Sectors</div></div>
City Allocation (€Mn)	-
Reference Assets	Serrano 90, Madrid Gran Vía 21, Madrid Preciados 4, Madrid

DOSSIER// ISSUE: TOP INVESTORS VOL.2 - SPAIN

**Carlos Becerril**

GENERALI
Head of Asset
Management

a) We keep a positive outlook on the real estate market in Spain, which we believe will recover after the uncertainty generated by the COVID-19 pandemic. Furthermore, real estate investments will be a key component for a sustainable economic recovery in Europe: agreements at European level to support the economy will most likely encourage investments in the real estate sector in Spain.

Madrid and Barcelona are among the most dynamic investment markets in Europe for real estate, and we are including them among the European target cities to invest on.

b) Logistics: e-commerce will further boost demand for specialised logistics assets, following the growth of this distribution channel in Spain

Residential: it remains one of the most resilient real estate segments, with new trends emerging in the Country in Private Rented Sector (PRS) as well as in the Build to Rent (BTR)

Office: prime and quality assets will continue to be remain the most resilient, while opportunity may arise in the core+/value add segment



Type of Investor	Insurance Company
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Gross Asset Value of Assets in Spain (€ Mn)	-
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Number of assets Invested in Spain	3
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% Ownership	-
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Asset Debt	-
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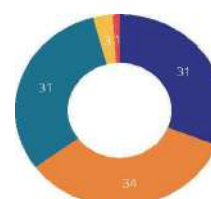
Net Asset Value of Assets in Spain (€Mn)	1,600* (RICS Value) including the entire amount of Puerto Venecia purchase made 50% with Union Investment
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Transaction Volume in the last 24 months (€ Mn)	>600 (RICS Value)
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Major Investor in the Vehicules	Generali Real Estate Funds & Generali Spain
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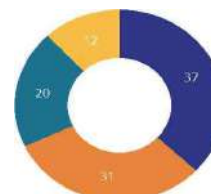
Sector Allocation (%)

- Shopping Centre
- High Street
- Office
- Residential
- Hotel

**City Allocation (%)**

- Madrid
- Zaragoza
- Barcelona
- Other**

**Other regions: Lisboa, Portimao



Reference Assets	n.a.
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Cristian Oller

PROLOGIS SPAIN
Country Manager

a) One of the main reasons why we should invest in Spain is the mid and long-term ecommerce growth. Spain has been slower than other European countries in adopting this way of shopping and so the area is still growing.

A second reason to invest is the availability of big opportunities of land on the outskirts of large economic hubs such as Madrid and Barcelona, and a third is good Market Fundamentals such as: availability ratio, take-up and yield record which are key elements that attract foreign investors in logistics.

b) The most important urban economic areas in Spain with significant potential are the logistic assets and distribution centres located in Madrid, Barcelona and Valencia



Type of Investor	REIT
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Gross Asset Value of Assets in Spain (Mn Sqm)	1,2
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Number of assets Invested in Spain	57
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% Ownership	-
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Asset Debt	-
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Net Asset Value of Assets in Spain (€Mn)	-
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Major Investor in the Vehicules	-
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Sector Allocation (€Mn)	-
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City Allocation (%)

- Madrid
- Barcelona
- Malaga
- Bilbao
- Valencia
- Other Spain



Reference Assets	n.a.
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