



The REIT for the **new retail world**

# 9M 2023 BUSINESS UPDATE

24<sup>th</sup> November 2023



# Presenting Team

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The REIT for the **new retail world**



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# Index

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1 Highlights

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2 Operating,  
financial and ESG  
information

---

3 Closing  
Remarks

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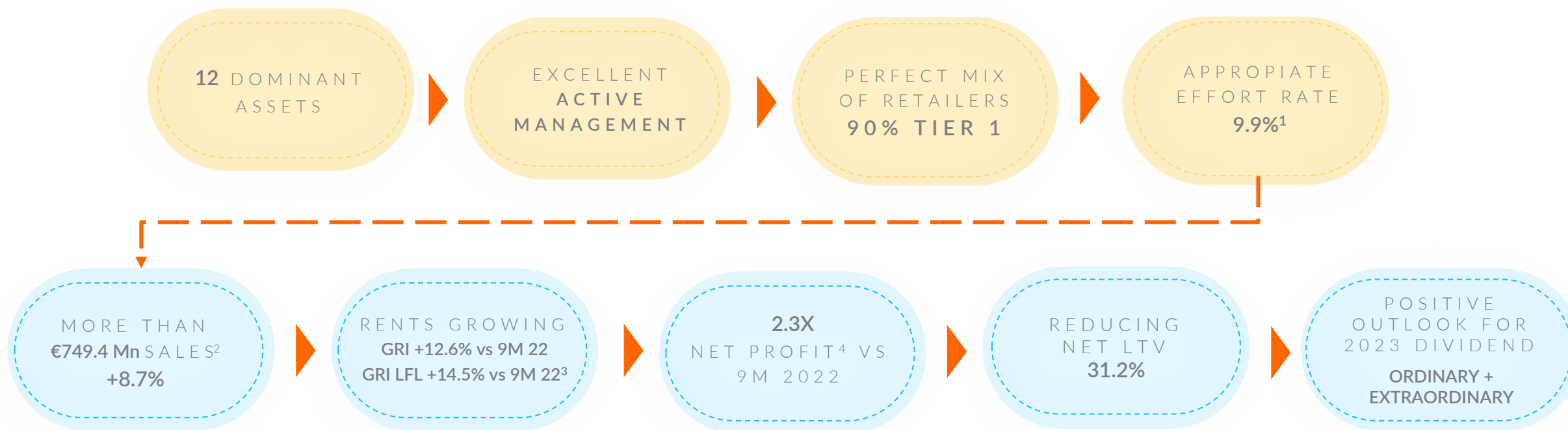
IBEX GENDER EQUALITY INDEX

# 1 Highlights

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## Our strategy continues delivering good results



1 Including expenses

2 Declared sales

3 Like for Like excluding Vistahermosa and Rivas Futura retail parks

4 Calculated without taking into account the change in the value of the assets

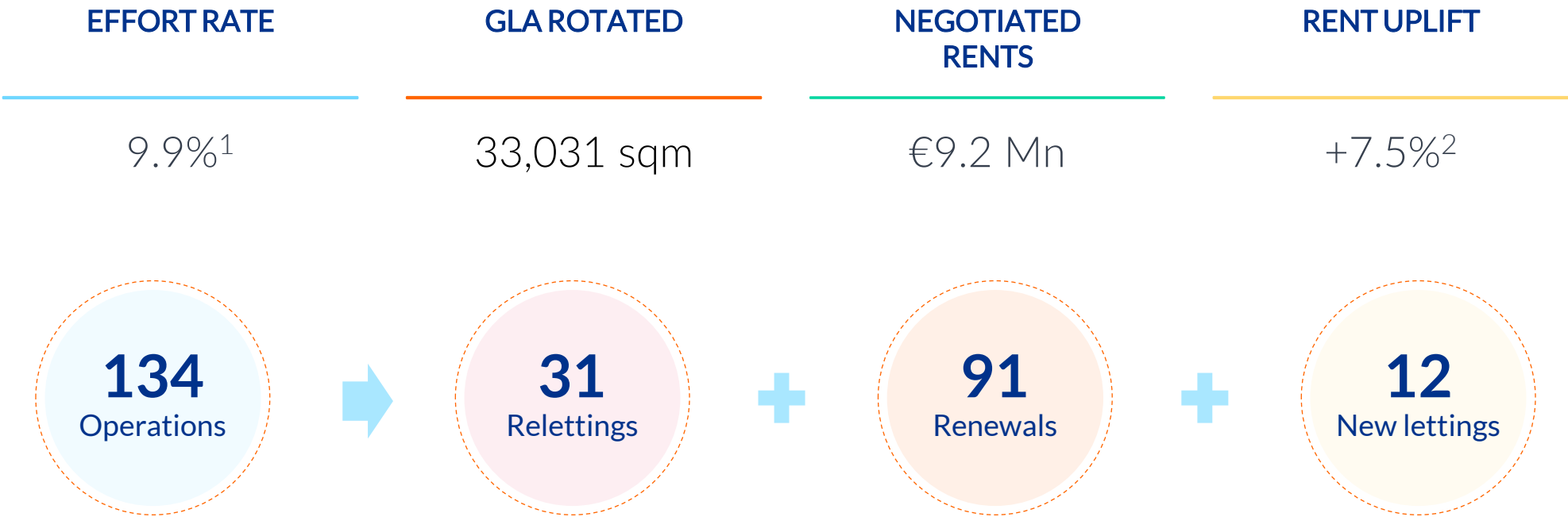
# 2

## Operating, financial and ESG information

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# Leasing activity 9M 2023

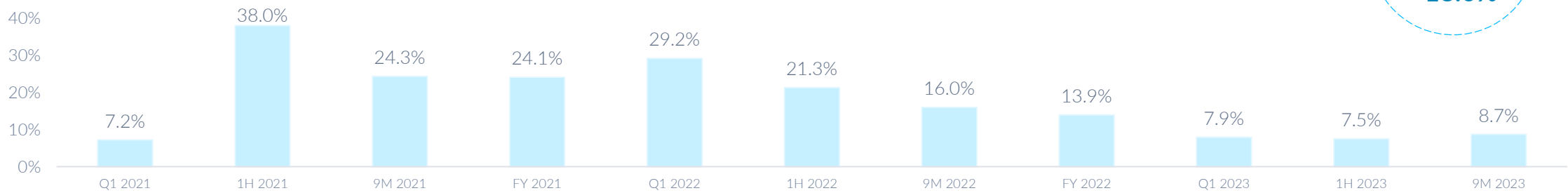


1 Including expenses  
2 Excluding 8 non-comparable operations and in addition to the indexation of contracts.

## Retailers and costumers are in good health

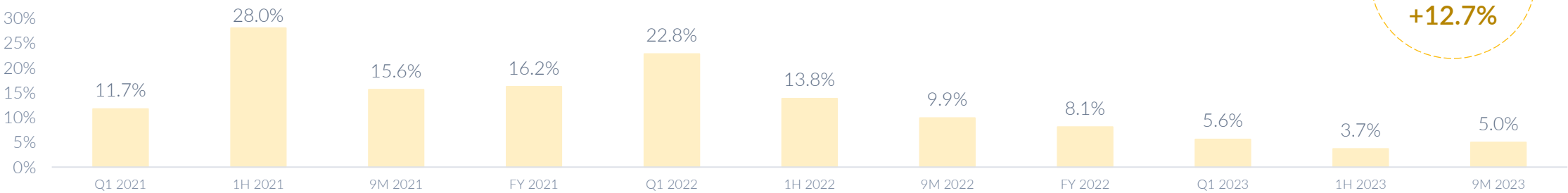
### Evolution of declared sales vs same period of the previous year

Sales 9M 2023<sup>1</sup>: €749.4 Mn



### Evolution of footfall vs same period of the previous year

Footfall 9M 2023: 57.8 Mn Visits



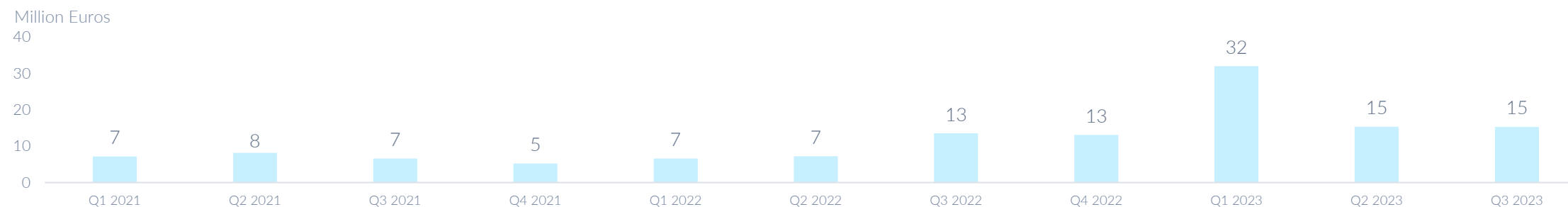
<sup>1</sup> Declared sales



## And we have shown resiliency over the years

### Evolution of Net Profit quarter by quarter<sup>1</sup>

Net profit 9M 2023<sup>1</sup>: €62.5 Mn



### Evolution of NTA per share

NTA per share 9M 2023<sup>2</sup>: €10.91



<sup>1</sup> Calculated without taking into account the change in the value of the assets

<sup>2</sup> When analyzing this measure, it is important to take into account the dividend paid in Q2 2023: €0.60 per share

## Sales by activity: growing in almost every segment

Sales 9M 2023<sup>1</sup>:

€749.4Mn +8.7% vs 9M 2022

### FOOD

+8.1% vs 9M 2022

### CULTURE, TECH AND MULTIMEDIA

+9.2% vs 9M 2022

### LEISURE AND ENTERTAINMENT

+17.3% vs 9M 2022

### HOME

= vs 9M 2022

### FASHION

+7.4% vs 9M 2022

### DINING

+14.9% vs 9M 2022

### HEALTH AND BEAUTY

+18.7% vs 9M 2022

### SERVICES

-0.8% vs 9M 2022

### SPORTS AND ADVENTURE

+9.1% vs 9M 2022

### OTHERS

+33.2% vs 9M 2022

<sup>1</sup> Declared sales

## Operating results in 9M 2023

### Results

#### GRI

€72.2 Mn

+12.6% vs 9M 2022  
+14.5% vs LfL 9M 2022

#### NOI

€64.5 Mn

+16.6% vs 9M 2022  
+18.9% vs LfL 9M 2022

#### EBITDA

€49.6 Mn

+14.0% vs 9M 2022

#### NET PROFIT

€62.5 Mn<sup>1</sup>

2.3X vs 9M 2022

#### EPRA EARNINGS

€61.4 Mn

Ordinary EPRA earnings  
€41.0 Mn

### Assets

#### GAV

€1,338 Mn

#### EPRA "TOPPED-UP" NIY

6.6%

#### OCCUPANCY

96%

#### WAULT

2.6 years

#### COLLECTION RATE

98%<sup>2</sup>

<sup>1</sup> Calculated without taking into account the change in the value of the assets

<sup>2</sup> Percentage of rents and expenses collected from tenants in 2023

## Financial profile & cash position



### 1 NET FINANCIAL DEBT

€417.5 Mn

### 2 NET LTV

31.2%

### 3 AVERAGE COST OF DEBT

1.78%

### 4 AVERAGE DEBT MATURITY

4.0 years

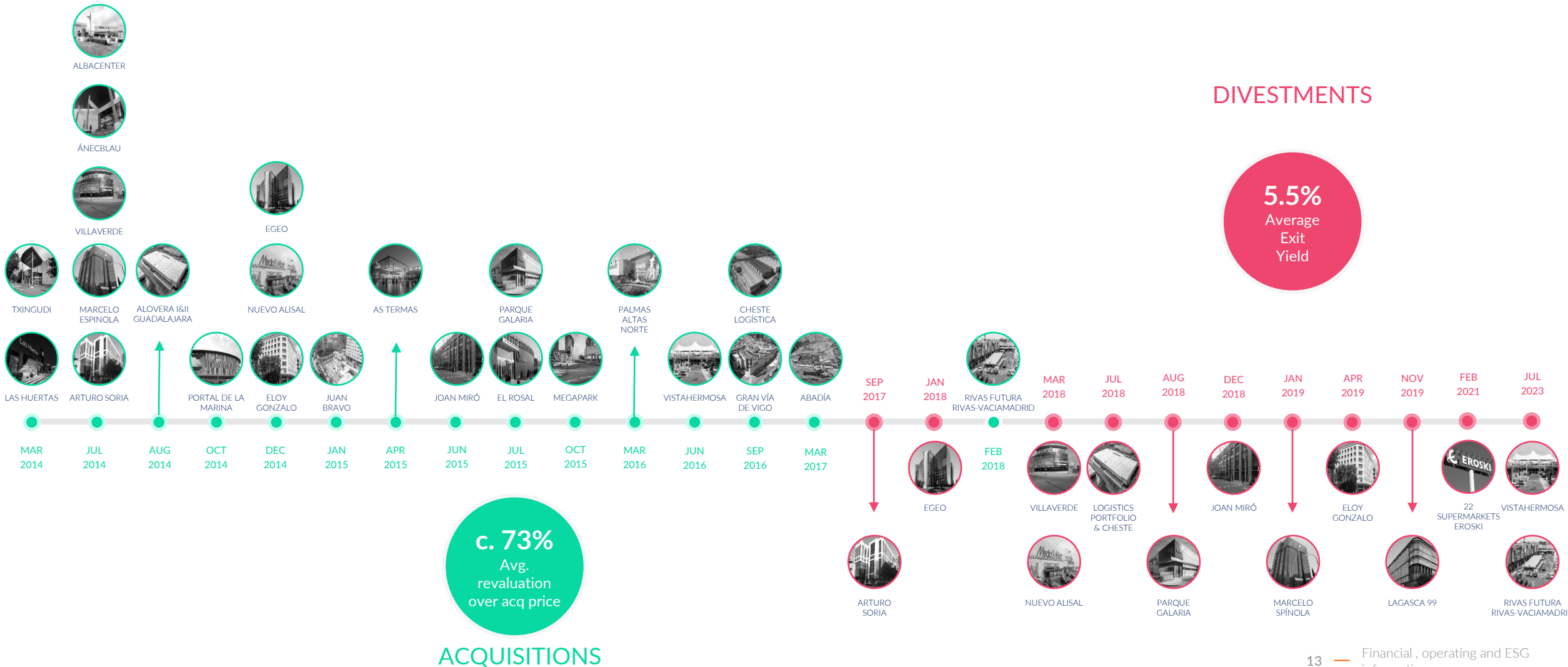
### 5 FIXED RATE AND UNENCUMBERED

100%

### 6 GREEN DEBT

100%

# From the very beginning, we have been pursuing a successful asset rotation policy



## ...which we have confirmed once again



**GLA**  
33,763 sqm

**WAULT**  
2.8 years

**Occupancy**  
97.9%

**€129.1**  
**Mn**  
Sale Price

**+24.0%**  
Revaluation  
since  
acquisition

**6.3%**  
Exit  
Yield<sup>1</sup>



**GLA**  
36,447 sqm

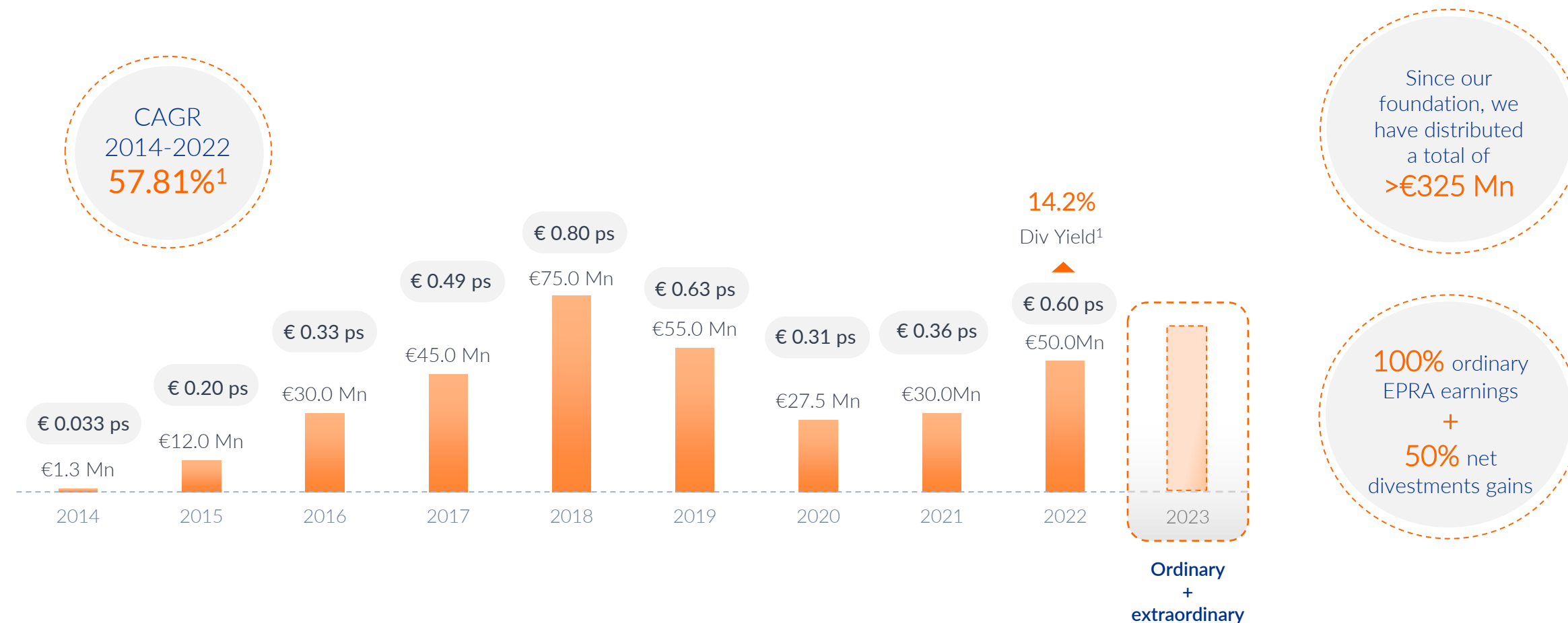
**WAULT**  
2.3 years

**Occupancy**  
92.4%

The  
operation  
was carried  
out with a  
premium

50% of the net  
gains of the  
divestments  
**c. €7 Mn**

## Once again we are expecting one of the highest dividends in our history

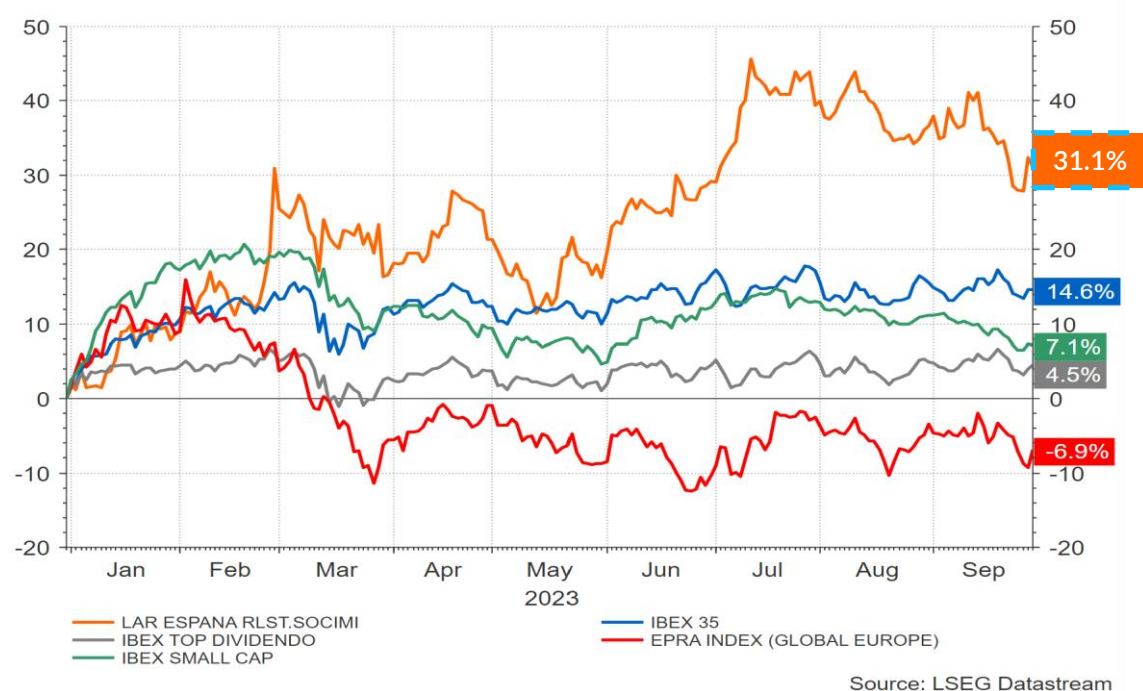


<sup>1</sup> Over market cap 31 December 2022

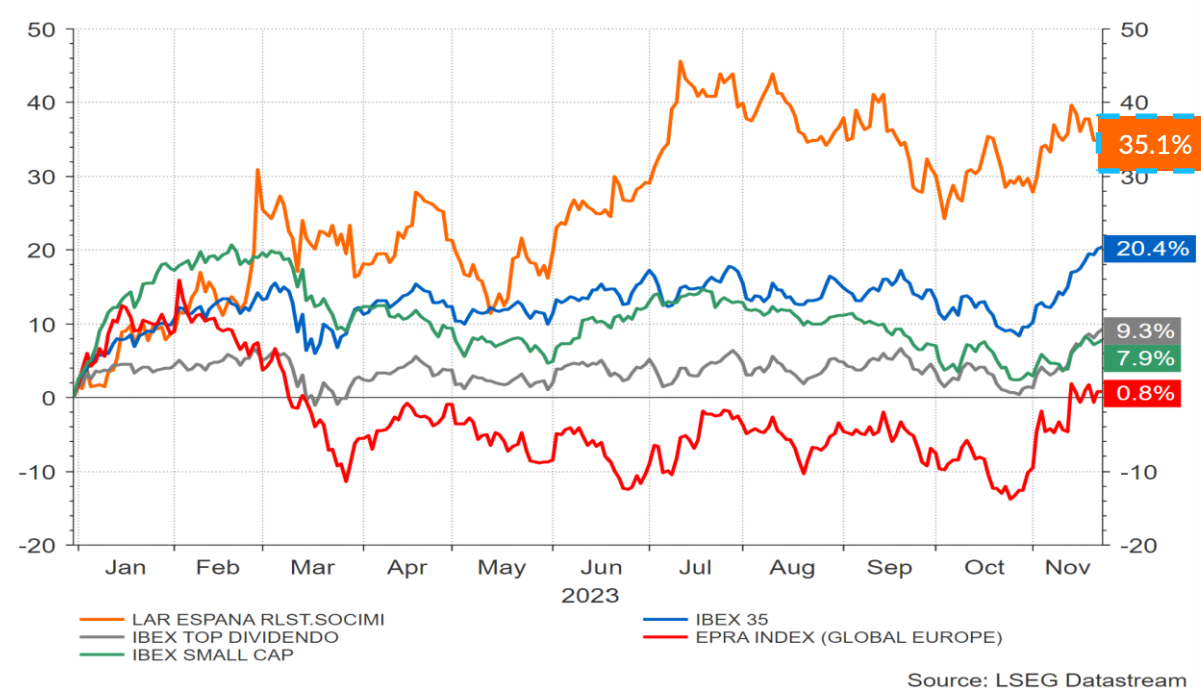


## And the value of our activity is being recognized in our share price

Share price 30<sup>th</sup> September  
€5.5



Share price 23<sup>rd</sup> November  
€5.7





## P&L 9M 2023

	9M 2023	9M 2022	
Consolidated Income Statement 9M 2023 (€ Million)			
	Total	Total	% Growth
Revenues	69.5	61.8	<b>+12.5%</b>
Other Income	2.7	2.3	
Total Income	72.2	64.1	<b>+12.6%</b>
Personnel expenses	(0.6)	(0.7)	
Other expenses	(21.9)	(19.9)	
Changes in the fair value of investment properties	(12.1)	41.1	
Results from divestment	(0.05)	-	
EBIT	37.5	84.6	
Financial Result	(8.7)	(11.9)	
Impairment and result of disposals of financial instruments	20.5	(4.3)	
EBT	49.3	68.4	
Income Tax	1.1	-	
Profit/(Loss) for the Period	50.4	68.4	
<b>Profit/(Loss) for the Period ex change in fair values<sup>1</sup></b>	<b>62.5</b>	<b>27.3</b>	<b>2.3X</b>

**+14.5% LfL**

<sup>1</sup> Calculated without taking into account the change in the value of the assets  
Notes: May not foot due to rounding

# We continue with our focus on ESG

## Carbon footprint



2022 carbon footprint registry conducted one more year at MITERD. This process once again received independent verification of its calculation from Bureau Veritas.

## Water management

Water consumption analysis for each asset in accordance with the criteria set out under ISO 14046. It is expected to work on a Water Consumption Reduction Plan at asset-level.

## Green clauses

c. 25% of leases signed by Lar España's portfolio include Green Leasing Clauses.

## BREEAM



100% of the company assets are currently BREEAM certified. Work is already underway to analyze the impact of the new BREEAM standard to renew the certificates in 2024.

## Climate Risks



Lar España has joined the initiative. The company has been working on quantifying the financial impact of physical and transition risks. The next step will be to publish a report with the results obtained according to the TCFD recommendations.

## UN Global Compact



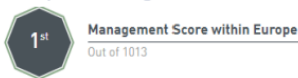
Participation in the Climate Ambition Accelerator program. Renewal of the Commitment to the UN Global Compact and SDG goals. Forthcoming publication of the Progress Report before the end of the year.

## GRESB



2023 participation: Sixth year running in GRESB Real Estate assessment

- +15% GRESB Benchmark
- Annual score increased +10% during consecutive years



We have the highest Management Score within Europe (out of 1013 companies)

## We continue applying the best practices in environment

### GHG Emissions

Scope 1  
-16.1% vs 9M 2022

Scope 1 + 2  
-41.7% vs 9M 2022

### Electricity Consumption

Electricity consumption  
-7.9% vs 9M 2022

Intensity of electricity consumption  
-11.5% per visitor vs 9M 2022

### Water Consumption

Water consumption  
-3.1% vs 9M 2022

Intensity of water consumption  
-6.9% per visitor vs 9M 2022

### Fuel Consumption

-14.3% vs 9M 2022



**100% of Energy consumed by  
Lar España has guarantees of  
renewable origin**

## And also in social and governance

### Best corporate governance practices

Tender just launched for the selection of the company's new  
**External Accounts Auditor**

Lar España complies with **c.100%** of the **recommendations of the CNMV's Good Governance Code**

### MSCI/Green bond

**MSCI**  **BBB<sup>1</sup>**  
ESG Rating

**100%** of our debt is green



### Accessibility

**4** additional assets awarded in 2023 with Universal Accessibility certification.

**70%**<sup>2</sup> of the portfolio is currently certified under this standard.



### Sustainable Mobility

**+200**  
vehicle charging stations



**EPRA Gold Award for ESG Reporting**  
6 years in a row

**EPRA Gold Award for Financial Reporting**  
9 years in a row

### Diversity

**33.3%**

women in the Board of Directors

**Member of the IBEX Gender Equality Index**



### ISO 14001 & 45001

**100%** of the portfolio under operational control certified with ISO 14001 and ISO 45001

### Local Development

**+16,000**  
indirect jobs created in the properties  
**+6%**  
are covered by people with a disability assessment of more than 33%

<sup>1</sup> Under revision.

<sup>2</sup> After the divestment of Rivas and Vistahermosa retail parks which were also certified.

# 3

## Closing Remarks

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## In summary: another quarter of strong results

### GROWING RENTS



GRI +12.6% vs 9M 2022  
GRI +14.5% vs LfL 9M 2022

### SOLID OPERATING RESULTS



NOI +18.9% vs LfL 9M 2022

### MAJOR INCREASE IN PROFIT



Net profit<sup>1</sup> 2.3X vs 9M 2022

### MODERATE DEBT LEVEL



Net LTV 31.2%

### IMPROVEMENT IN EPRA FIGURES



EPRA NTA<sup>2</sup> €912 Mn  
10.91 p.s.

### POSITIVE OUTLOOK FOR 2023 DIVIDEND



This year we have paid  
€50 Mn (€0.60 p.s.)

<sup>1</sup> Calculated without taking into account the change in the value of the assets

<sup>2</sup> When analyzing this measure, it is important to take into account the dividend paid in Q2 2023: 0.60/share

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