



# Q1 2021 RESULTS PRESENTATION AND ACTIVITY UPDATE



# DISCLAIMER

This document has been prepared by VBARE Iberian Properties SOCIMI, S.A. (the “Company”) and its subsidiaries (the “Group”).

This Presentation does not constitute or form part of, and should not be construed as, any offer to sell or issue or invitation to purchase or subscribe for, or any solicitation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. Any purchase of or subscription for securities of the Company should be based solely on each investor’s own analysis of all public information, the assessment of risk involved and its own determination of the suitability of any such investment. No reliance should be placed and no decision should be based on this Presentation.

This Presentation may not be copied, distributed, reproduced or passed on, directly or indirectly, in whole or in part, or disclosed by any recipient to any other person, for any purpose other than the above. In addition, this Presentation may not be distributed, disseminated, published, or in any other way taken or transferred to any jurisdiction where it would be contrary to applicable law. Distributing this Presentation in other jurisdictions may be subject to restrictions according to applicable law and the recipients of this Presentation must find out for themselves the restrictions and their fulfilment. Not complying with the restrictions may be a breach of applicable law.

The information contained in this Presentation does not purport to be comprehensive or to include all information that may be required to fully analyze the issues referred to therein. Accordingly, no representation or warranty, express or implied, is made as to the truth, accuracy or completeness of the information in this Presentation. None of the Company, any of its subsidiaries, or any of their respective directors, officers or employees accepts any responsibility or liability whatsoever for any loss howsoever arising from any use of this Presentation or otherwise arising in connection therewith.

The information and opinions contained in this Presentation are provided as at the date of the Presentation and are subject to verification, correction, completion and change without notice. In giving this Presentation, no obligation to amend, correct or update this Presentation or to provide the recipient with access to any additional information that may arise in connection with it is undertaken.

This Presentation may include forward-looking statements relating to, among others, the Company’s financial position, operating results, strategy, plans, targets or goals. Forward-looking statements are subject to risks, uncertainties and factors beyond the Company’s control that may result in actual results materially differing from prospective results or the results implied in the forward-looking statements. Therefore, the results and actual performance may materially differ from those expressed or implied in the forward-looking statements. In the same way, the forward-looking statements must not be deemed to entail any statement, promise or warranty of the accuracy or completeness of the assumptions or hypotheses on which the forward-looking statements, expectations, estimations or provisions are based or, in the case of assumptions, of their full inclusion in the Presentation. No undue reliance should be placed on the forward-looking statements.

The Company and its employees, managers, directors, advisors, representatives, agents or affiliates accept no liability (for fault or negligence, whether direct or indirect, contractual or non-contractual) for damages caused by using this Presentation or its content or that, in any manner, relate to this Presentation.

When receiving or attending the Presentation, the recipient declares that he or she agrees with and thus is subject to the above restrictions.



# INDEX

1. Q1 2021 OPERATING PERFORMANCE
2. Q1 2021 FINANCIAL PERFORMANCE
3. ANNEX: PORTFOLIO OVERVIEW



# HIGHLIGHTS

RENTAL **DEMAND POSITIVELY INCREASING** WITH **19 LEASES** SIGNED IN Q1 2021 WITH A **RELETING SPREAD** OF **+16.95%**

STILL **OCCUPANCY** LOWER THAN **PRE-COVID LEVELS** BUT **POSITIVE SIGNS OF RECOVERY**

**4 UNITS SOLD** IN Q1 2021 IN LINE WITH GAV (+1.9%) GENERATING A **FREE CASH FLOW** OF **€ 235k**

**GRI** DECREASE Vs. Q1 2020 BUT **INCREASED Vs. Q4 2020**

**STABLE** EVOLUTION ON QUARTERLY LIKE FOR LIKE **GROSS ASSET VALUE**

**€0.2mn NET CONSOLIDATED LOSS** MAINLY DUE TO LOWER OPERATIONAL RESULTS

**STRONG CASH POSITION** WITH **LTV** OF **37.3%**



A modern living room interior with a grey sofa, a wooden coffee table, a television, a floor lamp, a potted plant, and a kitchen area in the background.

# 1. Q1 2021 OPERATING PERFORMANCE



# Q1 2021 LEASING PERFORMANCE



**19<sup>1</sup>**

**LEASES SIGNED IN Q1 2021**

(vs 26<sup>2</sup> IN Q1 2020)

**5**

RENEWALS

**14**

NEW CONTRACTS



**+16.95%**

**Q1 2021 RELETING SPREAD**

(+5.40% IN STABILIZED UNITS)

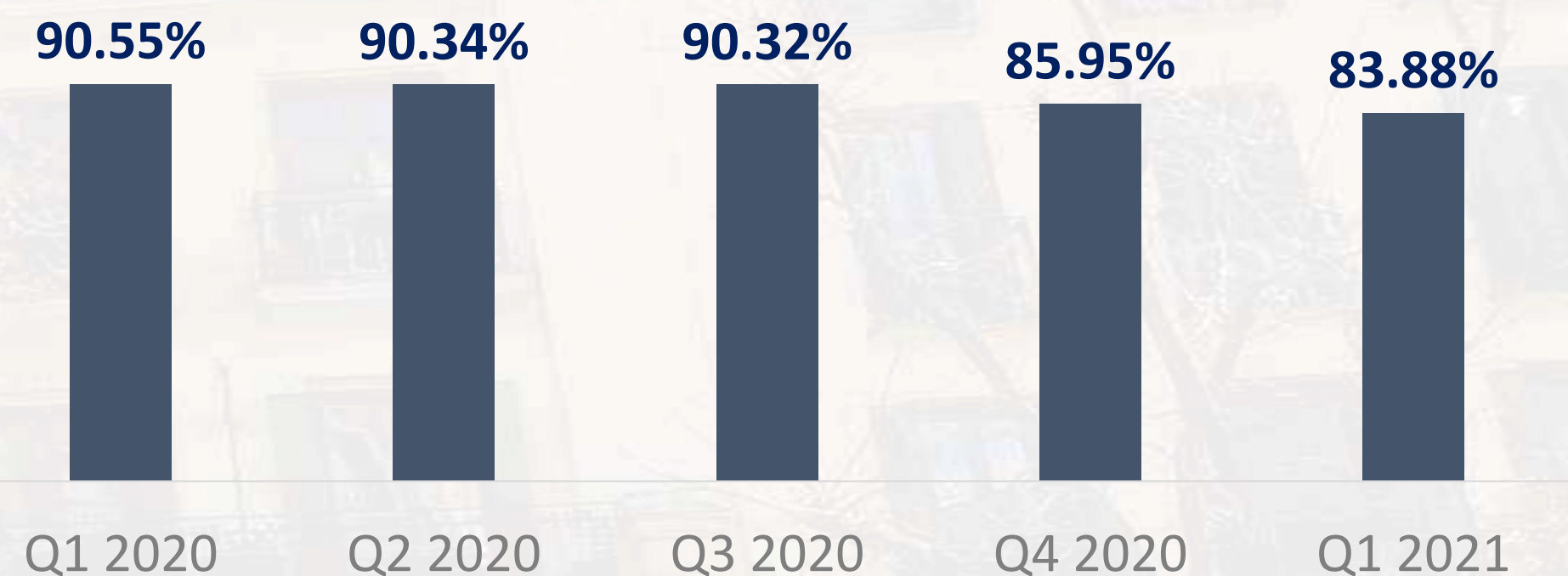
**+6.05%**

RENEWALS

**+20.97%**

NEW CONTRACTS

## 12-MONTH-PERIOD ACCUMULATED OCCUPANCY<sup>3</sup>



**LEASING ACTIVITY AND RELETING SPREAD  
IMPROVING TO PRE-COVID LEVELS  
ALTHOUGH OCCUPANCY STILL IMPACTED**

<sup>1</sup> Additionally, 7 parking units signed in Q1 2021

<sup>2</sup> Additionally, 2 parking units signed in Q1 2020

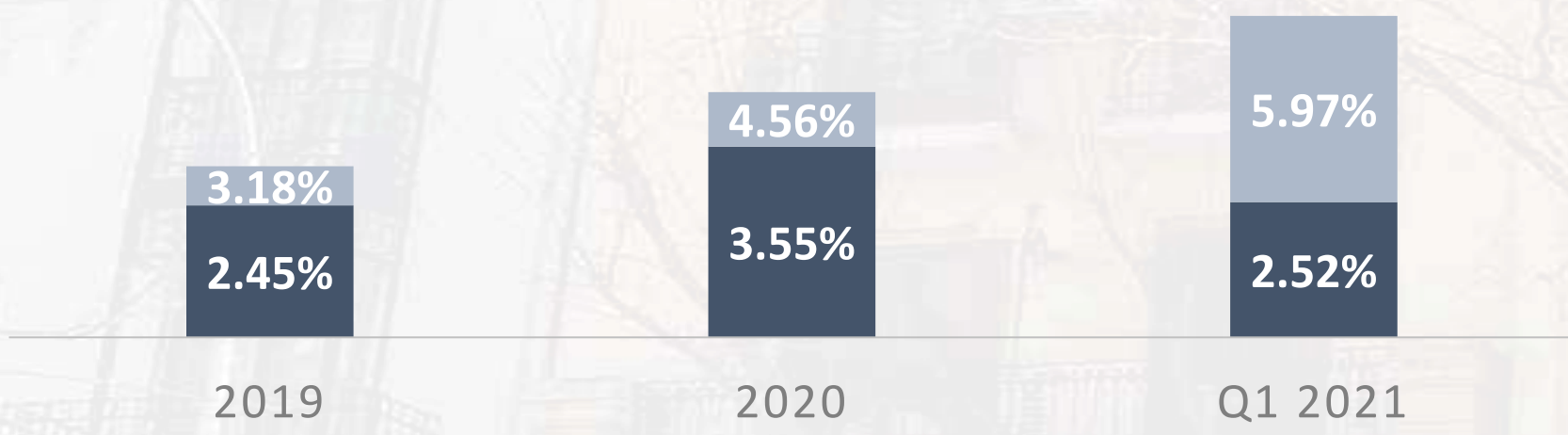
<sup>3</sup> Calculated over Stabilized Assets. Stabilized Assets are those assets that do not require significant capex investments and are mostly leased at market rents, and removing vacant units for sale



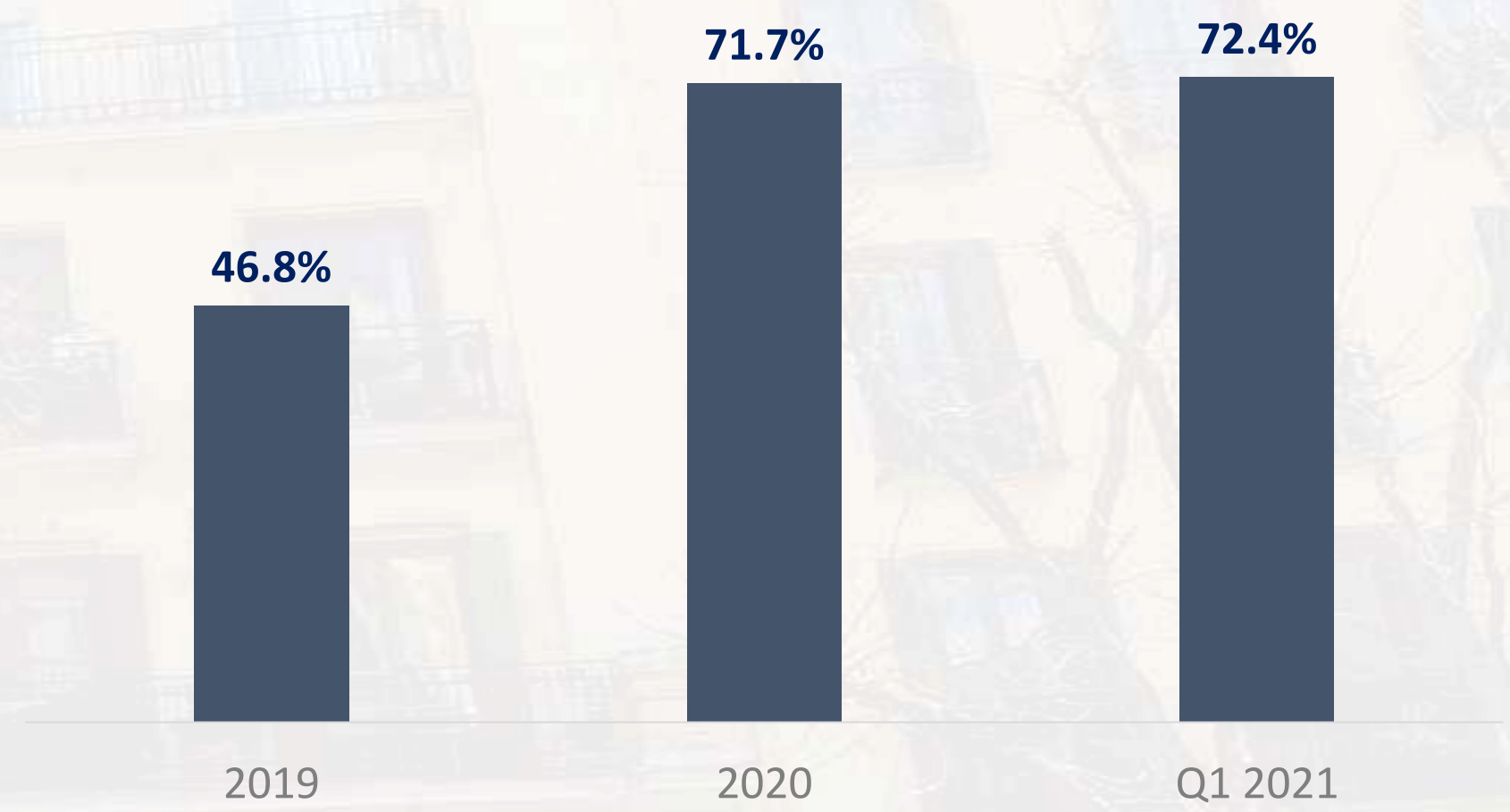
# OVERALL PORTFOLIO RENT COLLECTION

## STABILIZED ASSETS DEFAULT YTD <sup>1</sup>

■ Net Debt ■ Gross Debt



## % GRI COVERED BY DEFAULT INSURANCE AND BANK GUARANTEES



**STABLE NET DEFAULT** AT PORTFOLIO LEVEL STILL HIGH

**72.4% OF GRI PROTECTED** BY DEFAULT INSURANCE OR BANK GUARANTEES

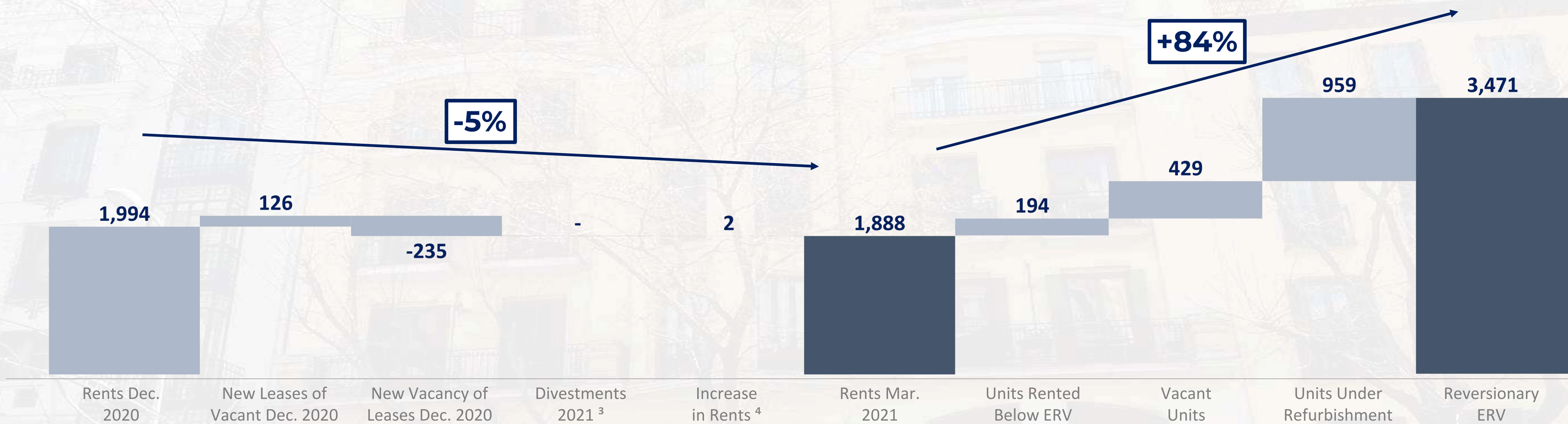
<sup>1</sup> Stabilized Assets are those assets that do not require significant capex investments and are mostly leased at market rents, and removing vacant units for sale  
Information updated as of May 5, 2021 and calculated over residential units  
Gross/Net Debt ratios correspond to default rate pre/post default insurance payments



# Q1 2021 RENTAL ANALYSIS

ANNUALIZED GRI EVOLUTION (€ k) <sup>1</sup>

ANNUALIZED RENTS POTENTIAL GROWTH (€ k) <sup>2</sup>



**DECREASE IN RENTS** FROM 2020 DUE TO VACANCY INCREASE

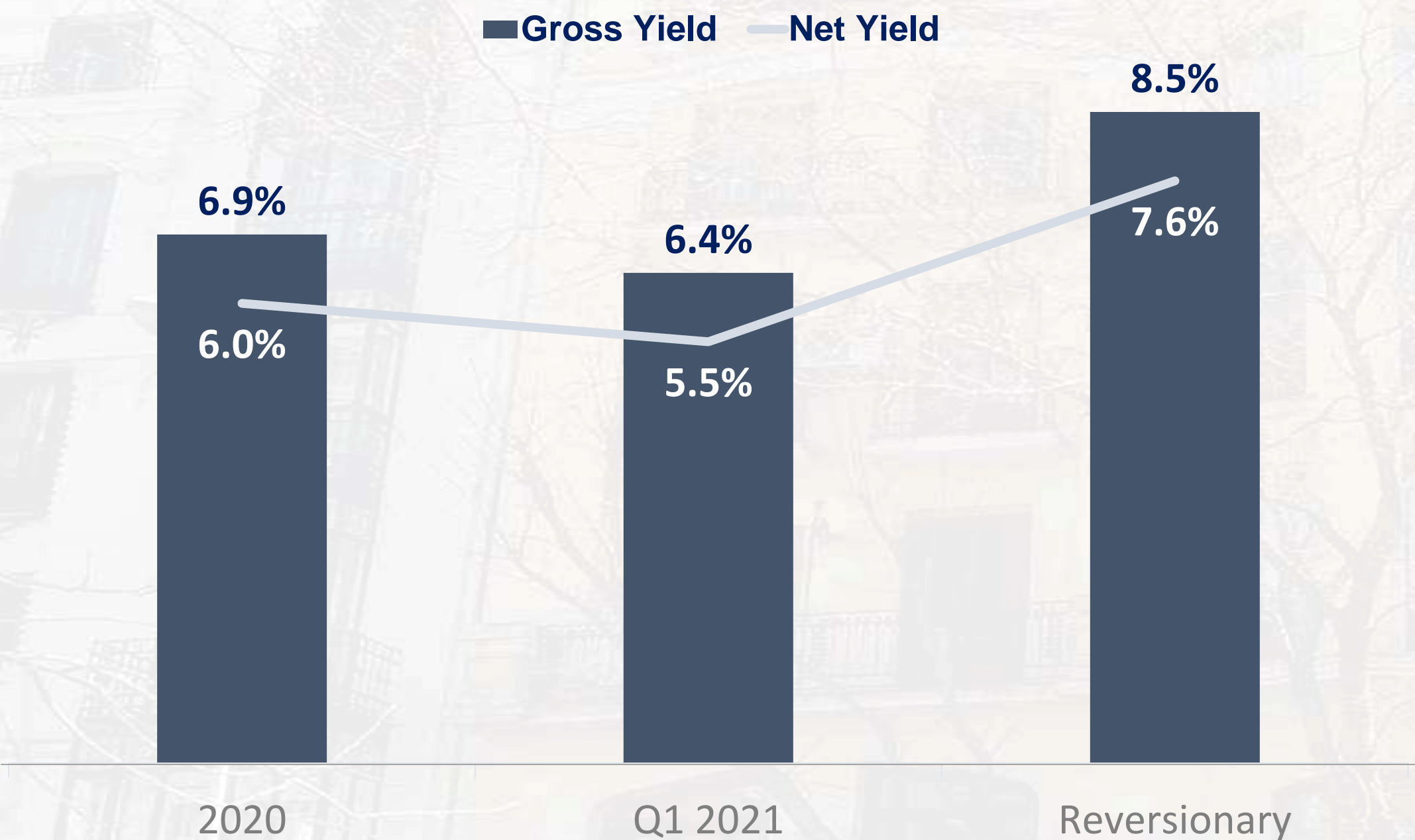
**84% POTENTIAL** RENTS INCREASE

<sup>1</sup> Calculated on December 31, 2020 and March 31, 2021 annualized lease rents  
<sup>2</sup> Based on the Company's estimated ERV (Estimated Rental Value) as of March 31, 2021  
<sup>3</sup> Equal to zero because sold units were already vacant on December 31, 2020  
<sup>4</sup> Value corresponds to those units that were leased at December 31, 2020 and have been renewed or leased to a new tenant

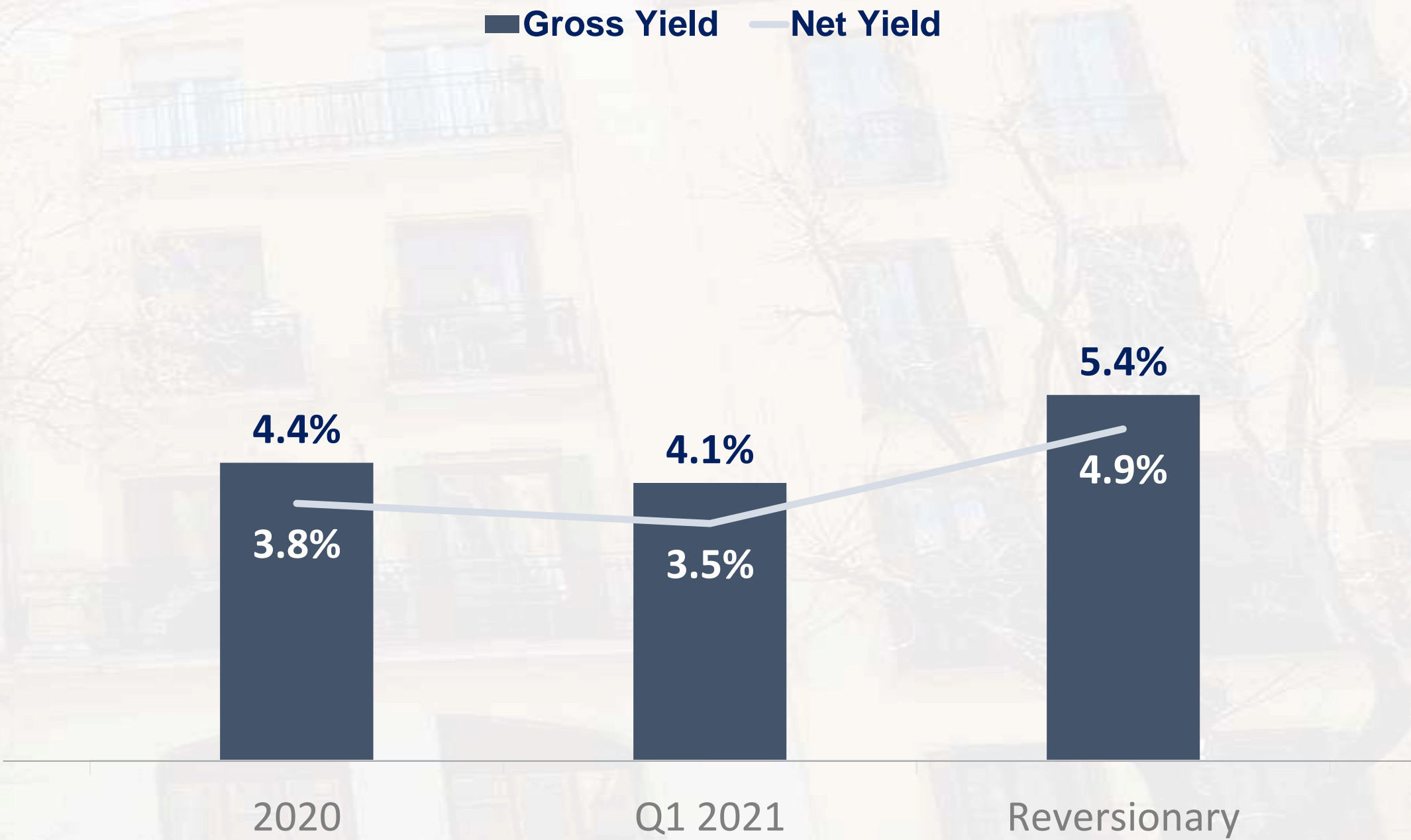


# Q1 2021 YIELD ANALYSIS

## YIELD ON TOTAL INVESTED CAPITAL<sup>1</sup> OVER STABILIZED ASSETS<sup>2</sup>



## YIELD ON GROSS ASSET VALUE<sup>3</sup> OVER STABILIZED ASSETS<sup>2</sup>



**SOLID YIELD** ALTHOUGH CURRENTLY IMPACTED BY **OCCUPANCY**  
BUT WITH **STRONG GROWTH PERSPECTIVES**

<sup>1</sup> Total Invested Capital includes Total Acquisition Price, Total Transaction Costs and Total Accumulated CAPEX  
<sup>2</sup> Stabilized Assets are those assets that do not require significant capex investments and are mostly leased at market rents, and removing vacant units for sale  
<sup>3</sup> GAV is based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



# Q1 2021 SALE ACTIVITY SUMMARY

**€384k SALES** EXECUTED IN Q1 2021 WITH  
UNLEVERED **IRR 10%** AND **MOIC 1.55** (1.9%>GAV & **€235mn FREE CF**)



**€384k**

TOTAL **SELLING PRICE**



**1.9%**

TOTAL **PROFIT ABOVE GAV** <sup>1</sup>

**9.82%**

UNLEVERED **IRR**

**1.55x**

UNLEVERED **MM**

<sup>1</sup> Gross Profit Above GAV is calculated over GAV Q4 2020 (last available quarterly appraisal). GAV is based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



## 2. Q1 2021 FINANCIAL PERFORMANCE



# Q1 2021 CONSOLIDATED PROFIT & LOSS ACCOUNT <sup>1</sup>

## PROFIT & LOSS ACCOUNT (€ k)

	March 31, 2021	March 31, 2020	Variation
Gross Rental income	470	546	-13.9%
Other operating income	5	6	-16.7%
Property Operating expenses	-182	-158	15.2%
<b>Gross profit</b>	<b>293</b>	<b>394</b>	<b>-25.6%</b>
Realize gain (Loss) and change of fair value on investment properties	60	-600	-110.0%
<b>Net result from real estate operations</b>	<b>353</b>	<b>-206</b>	
Personal expenses	-103	-120	-14.2%
Management Fee	-220	-231	-4.8%
General and administrative expenses	-113	-164	-31.1%
<b>Profit (Loss) for the period</b>	<b>-83</b>	<b>-721</b>	
Finance result	-118	-98	20.4%
<b>Profit (Loss) for the period attributable to the shareholders</b>	<b>-201</b>	<b>-819</b>	
<b>Basic and diluted earnings per share (Euro)</b>	<b>-0.06</b>	<b>-0.23</b>	

P&L ACCOUNT IMPACTED BY **LOWER OPERATIONAL RESULTS**

**IMPORTANT COST REDUCTION** AND **STABLE PORTFOLIO APPRAISAL**

<sup>1</sup> Consolidated Profit and Loss Account according to International Financial Reporting Standards as adopted by the European Union (IFRS-EU)



# Q1 2021 CONSOLIDATED BALANCE SHEET <sup>1</sup>

## ASSETS (€ k)

	March 31, 2021	December 31, 2020	Variation
<b>Non- Current Assets</b>	<b>69,478</b>	<b>69,459</b>	<b>0.0%</b>
Property, plant and equipment	34	35	-2.9%
Investment properties	69,250	69,210	0.1%
Non - Current financial assets	194	214	-9.3%
<b>Current Assets</b>	<b>5,661</b>	<b>4,065</b>	<b>39.3%</b>
Advance to suppliers	59	56	5.4%
<b>Trade and other receivables</b>	<b>328</b>	<b>301</b>	<b>9.0%</b>
Trade debtors	184	156	17.9%
Other receivables from Public Administrations	144	145	-0.7%
Short term accruals	65	44	47.7%
Cash and cash equivalents	5,209	3,664	42.2%
<b>Total Assets</b>	<b>75,139</b>	<b>73,524</b>	<b>2.2%</b>

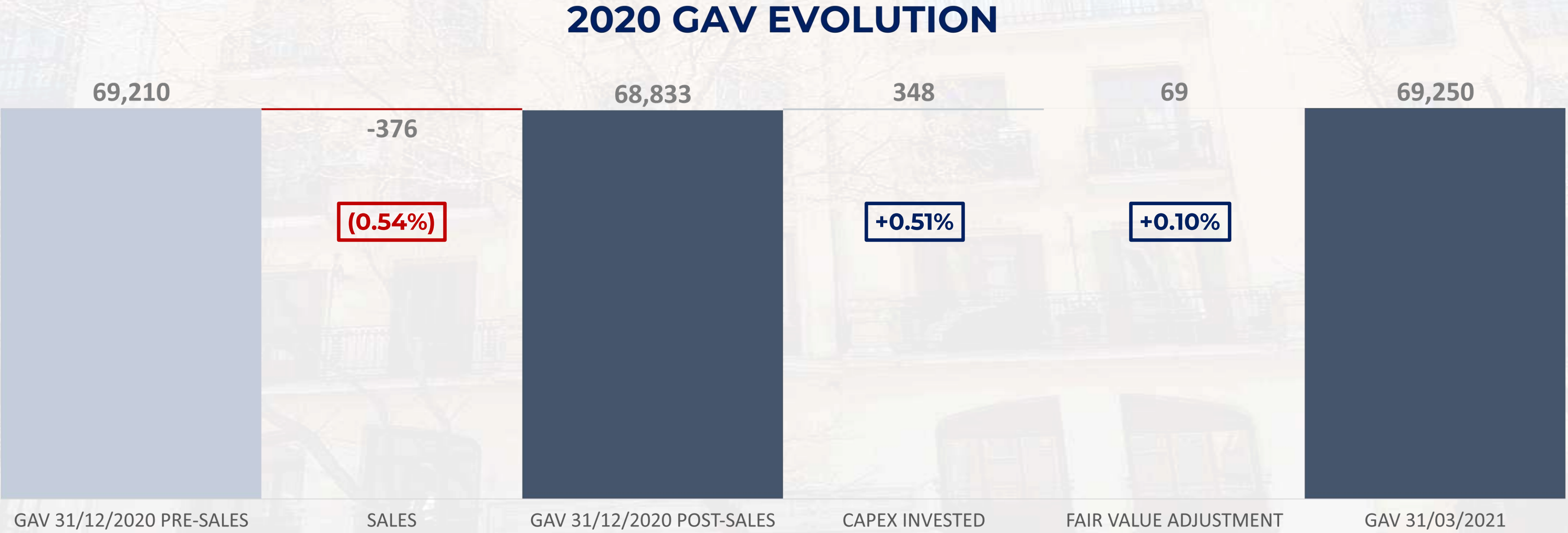
**STRONG BALANCE SHEET** WITH A **SOLID CASH POSITION**

<sup>1</sup> Consolidated Balance Sheet according to International Financial Reporting Standards as adopted by the European Union (IFRS-EU)



# Q1 2021 GAV<sup>1</sup> EVOLUTION

**0.61% LIKE FOR LIKE** PORTFOLIO APPRECIATION BASED ON SAVILLS AGUIRRE NEWMAN APPRAISAL



<sup>1</sup> GAV is based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



# Q1 2021 CONSOLIDATED BALANCE SHEET <sup>1</sup>

## LIABILITIES (€ k)

<b>Net Equity</b>	<b>49,663</b>	<b>49,870</b>	<b>-0.4%</b>
Share capital	18,049	18,049	0.0%
Share Premium	20,605	20,605	0.0%
Treasury shares	-524	-518	1.2%
Retained earnings	11,533	11,734	-1.7%
<b>Non-current Liabilities</b>	<b>24,350</b>	<b>22,350</b>	<b>8.9%</b>
<b>Non-current financial liabilities</b>	<b>24,350</b>	<b>22,350</b>	<b>8.9%</b>
Bank Borrowings	24,034	22,024	9.1%
Other financial liabilities	316	326	-3.1%
<b>Current Liabilities</b>	<b>1,126</b>	<b>1,304</b>	<b>-13.7%</b>
<b>Current financial liabilities</b>	<b>711</b>	<b>624</b>	<b>13.9%</b>
Bank Borrowings	711	624	13.9%
<b>Trading creditors and other accounts payable</b>	<b>415</b>	<b>680</b>	<b>-39.0%</b>
Trade Payables	307	589	-47.9%
Trade payables, group companies, associates and others	26	14	85.7%
Accruals, wages and salaries	37	37	0.0%
Other payables with Tax Administration	29	35	-17.1%
Advance to suppliers	16	5	220.0%
<b>Equity and Liabilities</b>	<b>75,139</b>	<b>73,524</b>	<b>2.2%</b>

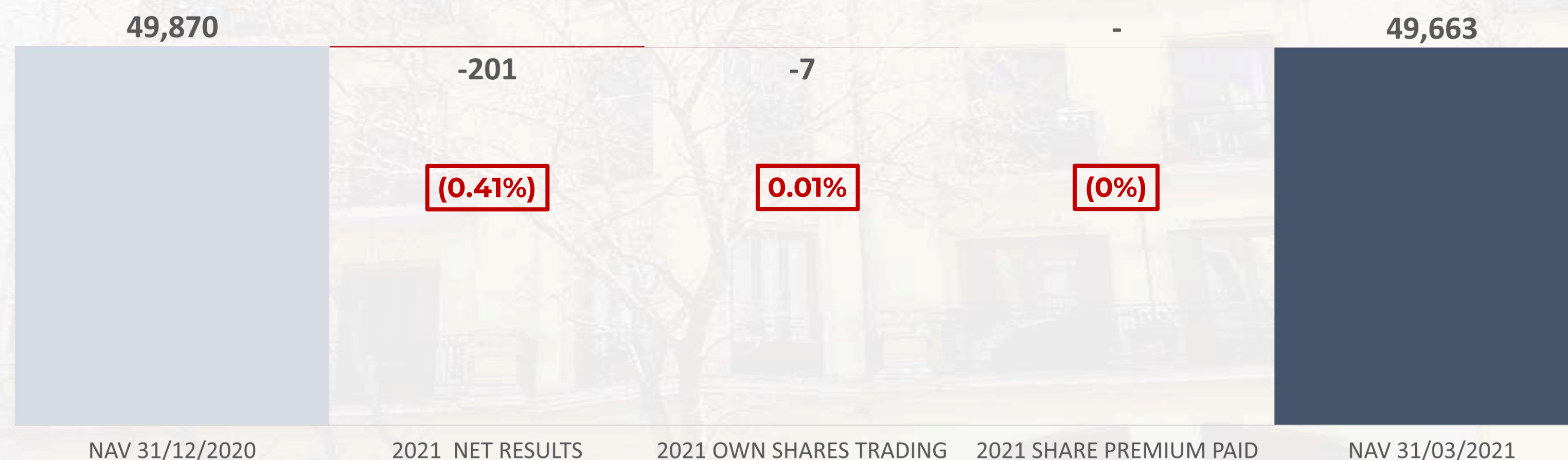
<sup>1</sup> Consolidated Balance Sheet according to International Financial Reporting Standards as adopted by the European Union (IFRS-EU)



# Q1 2021 NAV EVOLUTION

**0.42% NAV DECREASE IN 2021**

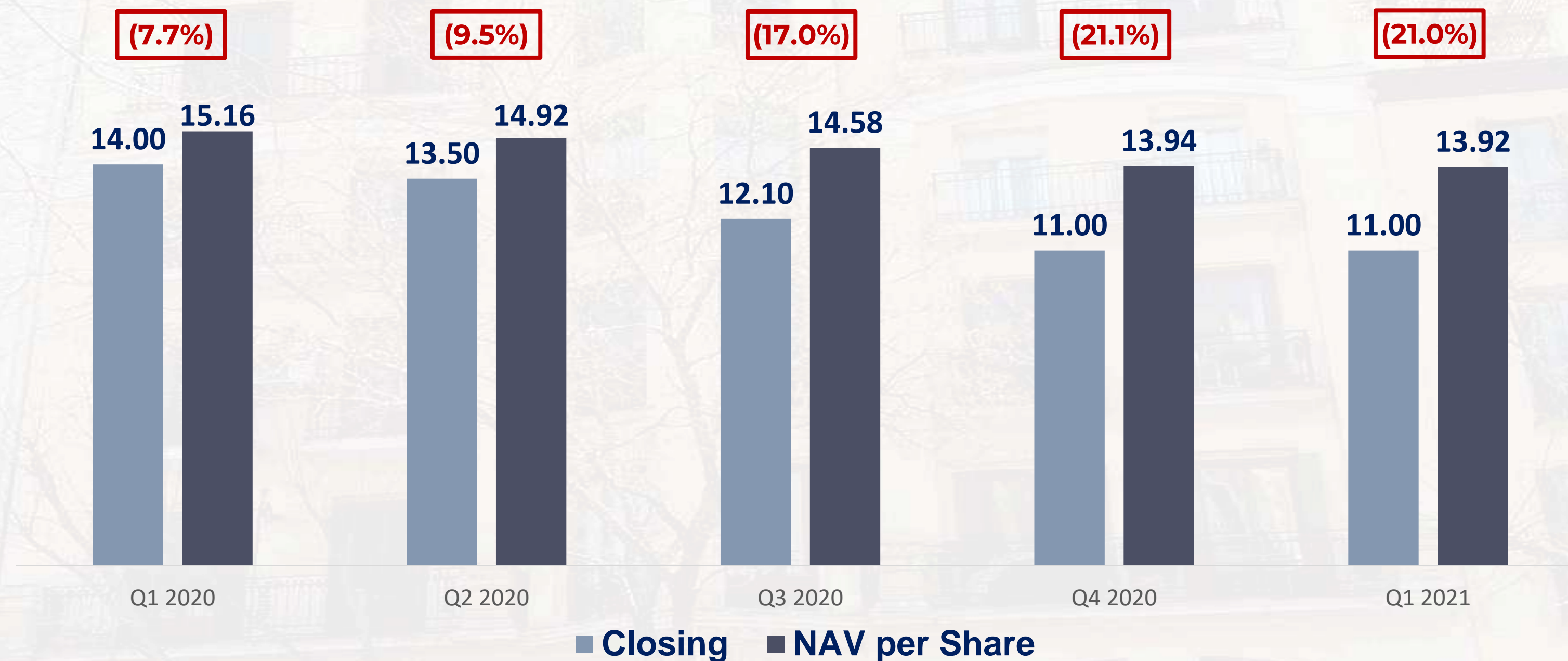
## 2021 NAV EVOLUTION



**€201k NET CONSOLIDATED LOSS** (€ 0.06 PER SHARE)



# VBARE NAV PER SHARE Vs. SHARE PRICE

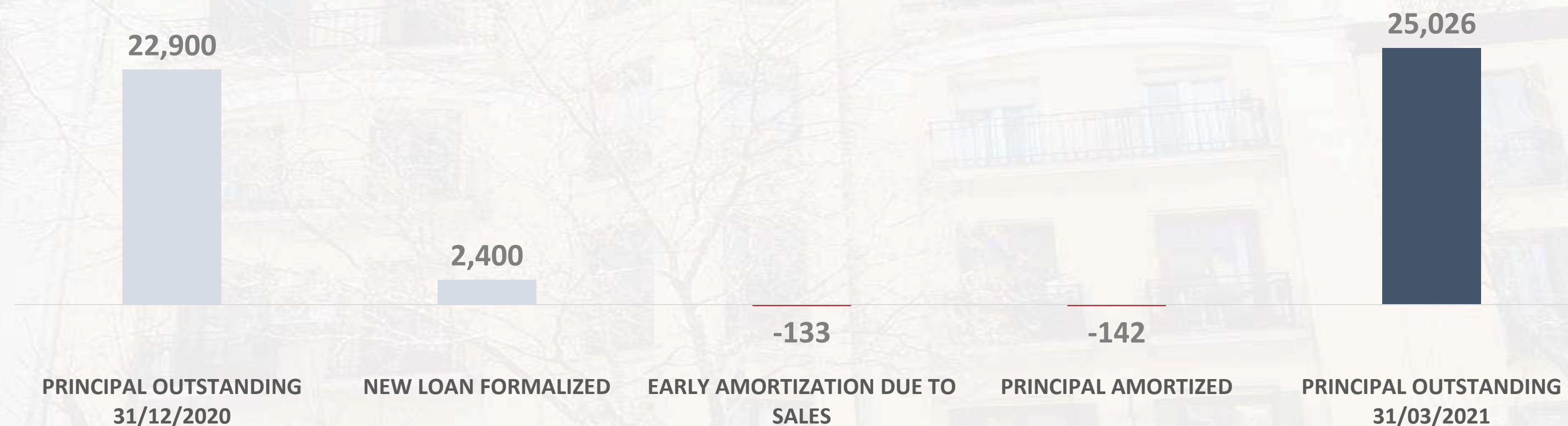


STABLE **GAP** BETWEEN **SHARE PRICE** AND **NAV**  
 MAKING VBARE AN **APPEALING INVESTMENT OPPORTUNITY**



# Q1 2021 DEBT EVOLUTION

## 2021 DEBT EVOLUTION



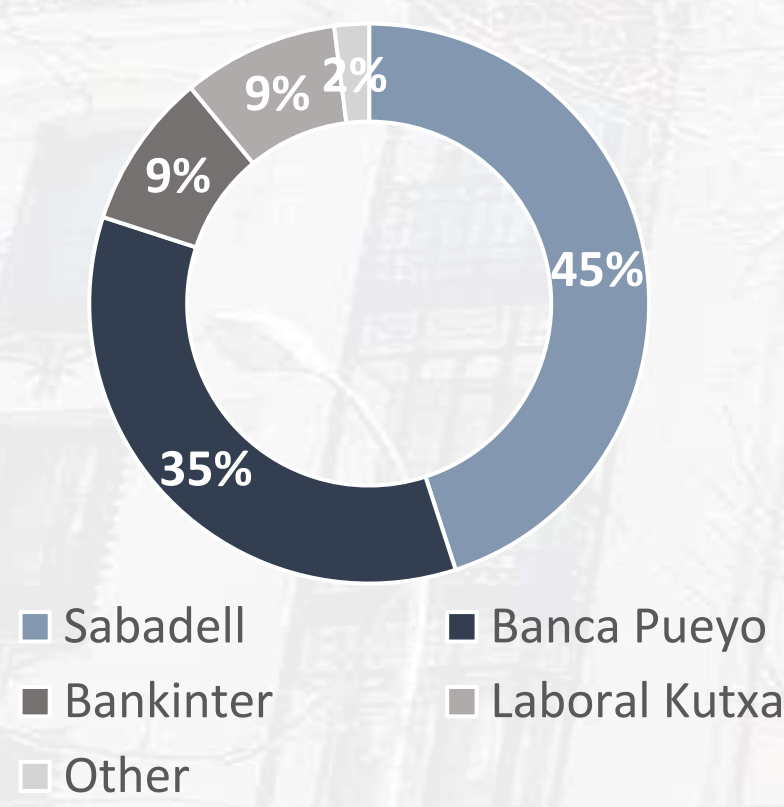
**€ 2.4mn MORTGAGE LOAN FORMALIZED IN 2021**

**€ 275k PRINCIPAL AMORTIZED IN 2021**  
 (€ 133k EARLY AMORTIZED DUE TO ASSET SALES)

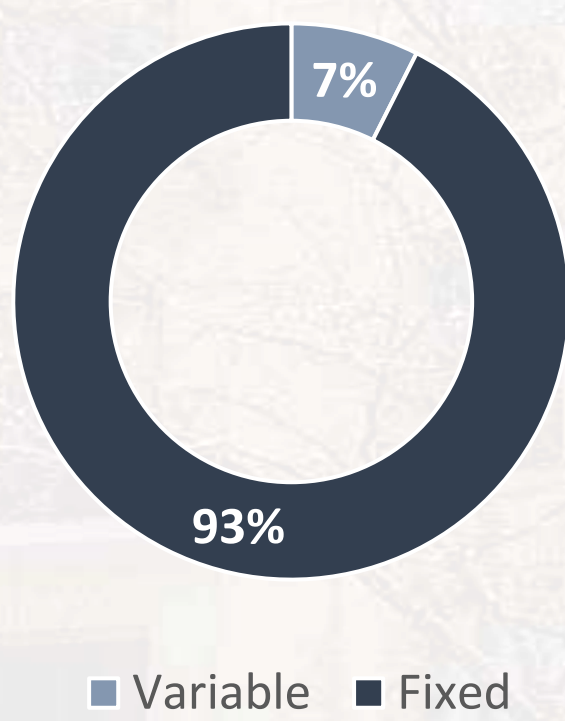


# Q1 2021 FINANCING INFORMATION

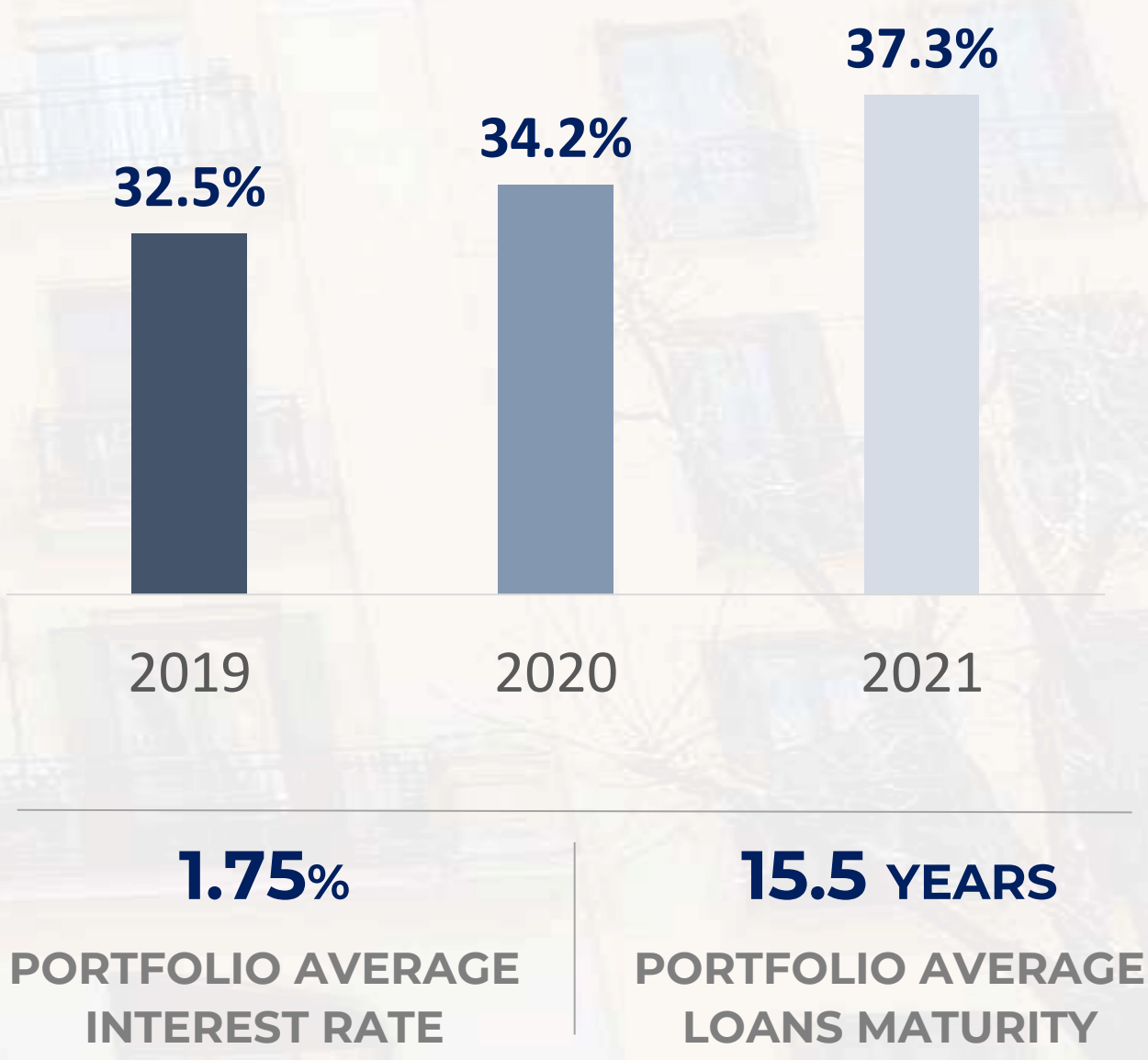
OUTSTANDING DEBT  
BY INSTITUTION



MORTGAGE LOANS  
INTEREST RATE



LOAN TO VALUE <sup>1</sup>



**1.75%**  
PORTFOLIO AVERAGE  
INTEREST RATE

**15.5 YEARS**  
PORTFOLIO AVERAGE  
LOANS MATURITY

**LTV OF 37.30%**

(€0.8mn LOANS AND €1.1mn CREDIT LINES NOT WITHDRAWN)

<sup>1</sup> LTV ratio includes €0.8M pending to be withdrawn as of March 31, 2021



# 3. ANNEX: PORTFOLIO OVERVIEW



# MAIN KPIs PERFORMANCE



**OPERATIONAL  
&  
COMMERCIAL**



**327**

TOTAL NUMBER  
OF UNITS <sup>1</sup>

**21,087**

TOTAL GLA  
(SQM)

**17,607**

TOTAL RESIDENTIAL  
GLA (SQM) <sup>2</sup>

**83.88%**

12-MONTH-PERIOD  
Q1 2021 AVERAGE  
GROSS OCCUPANCY <sup>3</sup>

**1.56**

TENANTS  
PER UNIT

**19**

TOTAL LEASES  
SIGNED IN Q1 2021  
(+7 parkings)

**16.95%**

Q1 2021  
RELETTING  
SPREAD <sup>1</sup>

**72.4%**

Q1 2021  
PROTECTED <sup>4</sup>  
GRI

**36.4**

AVERAGE LEASE  
TERM (MONTHS) <sup>5</sup>

**31.74%**

AVERAGE VBARE  
TENANTS'  
EFFORT RATE <sup>6</sup>

<sup>1</sup> Only dwelling and retail units included in calculation

<sup>2</sup> Only unit sqm and common sqm of residential units included in calculation

<sup>3</sup> Ratio calculated over Stabilized Assets (Stabilized Assets are those assets that do not require significant capex investments and are mostly leased at market rents)

<sup>4</sup> % includes protections from default insurance and bank guarantees

<sup>5</sup> Life Leases not considered in calculation

<sup>6</sup> Calculated taking into account only Residential units and contracts signed by the Company



# MAIN KPIs PERFORMANCE



**€ 1.9mn**  
CURRENT ANNUAL  
PASSING RENT

**€ 13.20**  
MONTHLY PASSING  
RENT PER  
RESIDENTIAL SQM <sup>1</sup>

**€ 679**  
MONTHLY PASSING  
RENT PER  
RESIDENTIAL UNIT <sup>1</sup>

**€ 3.5mn**  
ANNUAL  
REVERSIONARY RENT

**€ 51.3mn**  
TOTAL INVESTED  
CAPITAL <sup>2</sup>

**€ 2,568**  
TOTAL INVESTED  
CAPITAL <sup>2</sup>  
PER SQM <sup>3</sup>

**€ 69.3mn**  
Q1 2021  
GAV

**€ 3,607**  
Q1 2021  
GAV  
PER SQM <sup>3</sup>

**€ 0.2mn**  
Q1 2021 NET  
CONSOLIDATED  
LOSS

**€ 0.06**  
Q1 2021 NET  
CONSOLIDATED LOSS  
PER SHARE

**€ 49.7mn**  
Q1 2021  
EPRA NAV

**€ 13.92**  
Q1 2021  
EPRA NAV  
PER SHARE

**37.3%**  
LOAN  
TO VALUE

<sup>1</sup> Life Leases not considered in ratio  
<sup>2</sup> Total Invested Capital includes Total Acquisition Price, Total Transaction Costs and Total Accumulated CAPEX of the units VBARE owns at March 31, 2020  
<sup>3</sup> Only residential invested capital, residential GAV and residential area taken into account in calculations



# Q1 2021 OPERATIONAL PERFORMANCE

## GLA (SQM) <sup>1</sup>



## UNITS <sup>1</sup>



## MADRID CITY CENTER INSIDE M30 <sup>2</sup>



## BUILDING OWNERSHIP > 50% <sup>2</sup>

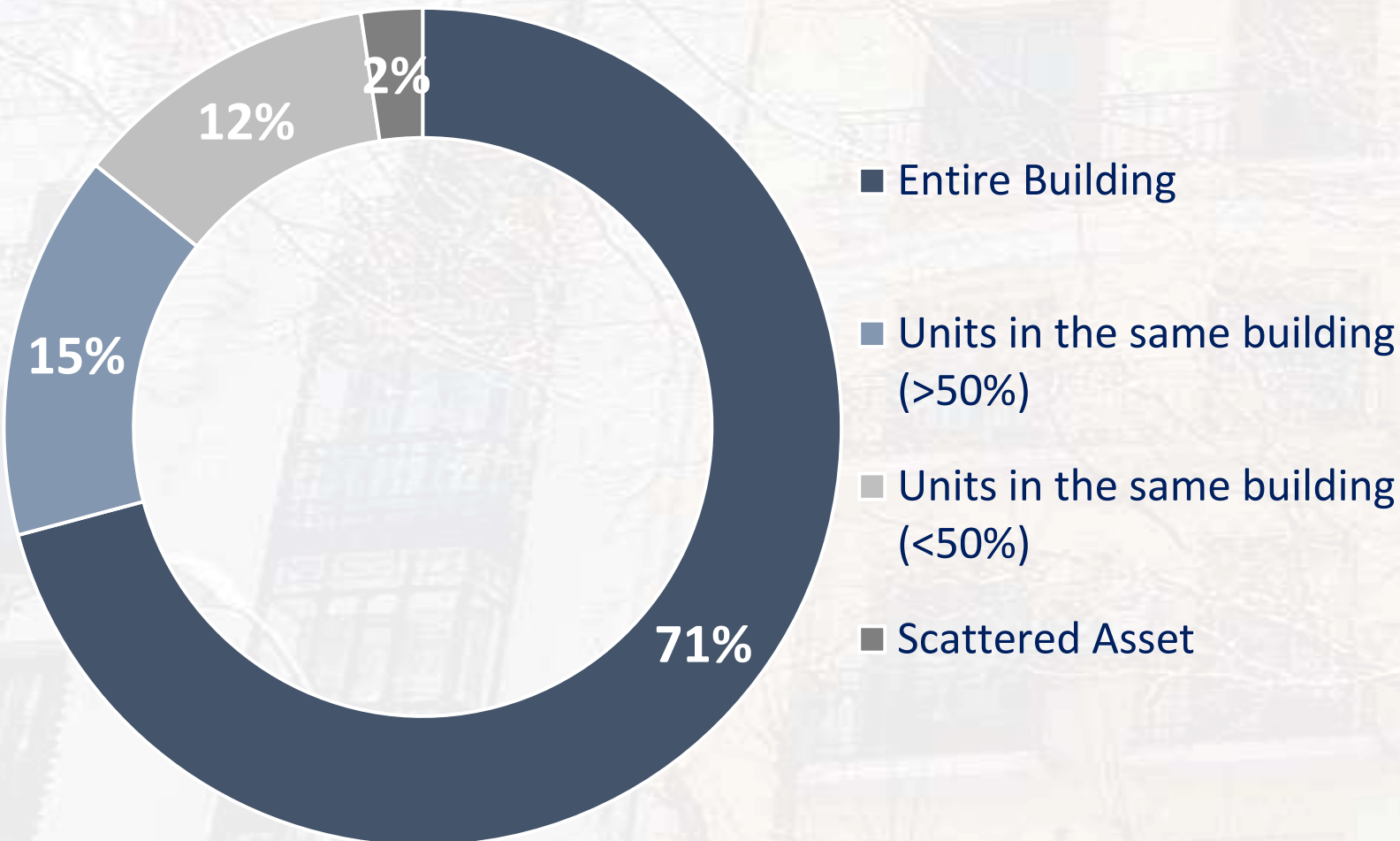


<sup>1</sup> Only Residential and Retail units taken into account (no Parkings nor Storages)  
<sup>2</sup> Ratio calculated as a % of GAV Q1 2021, based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal

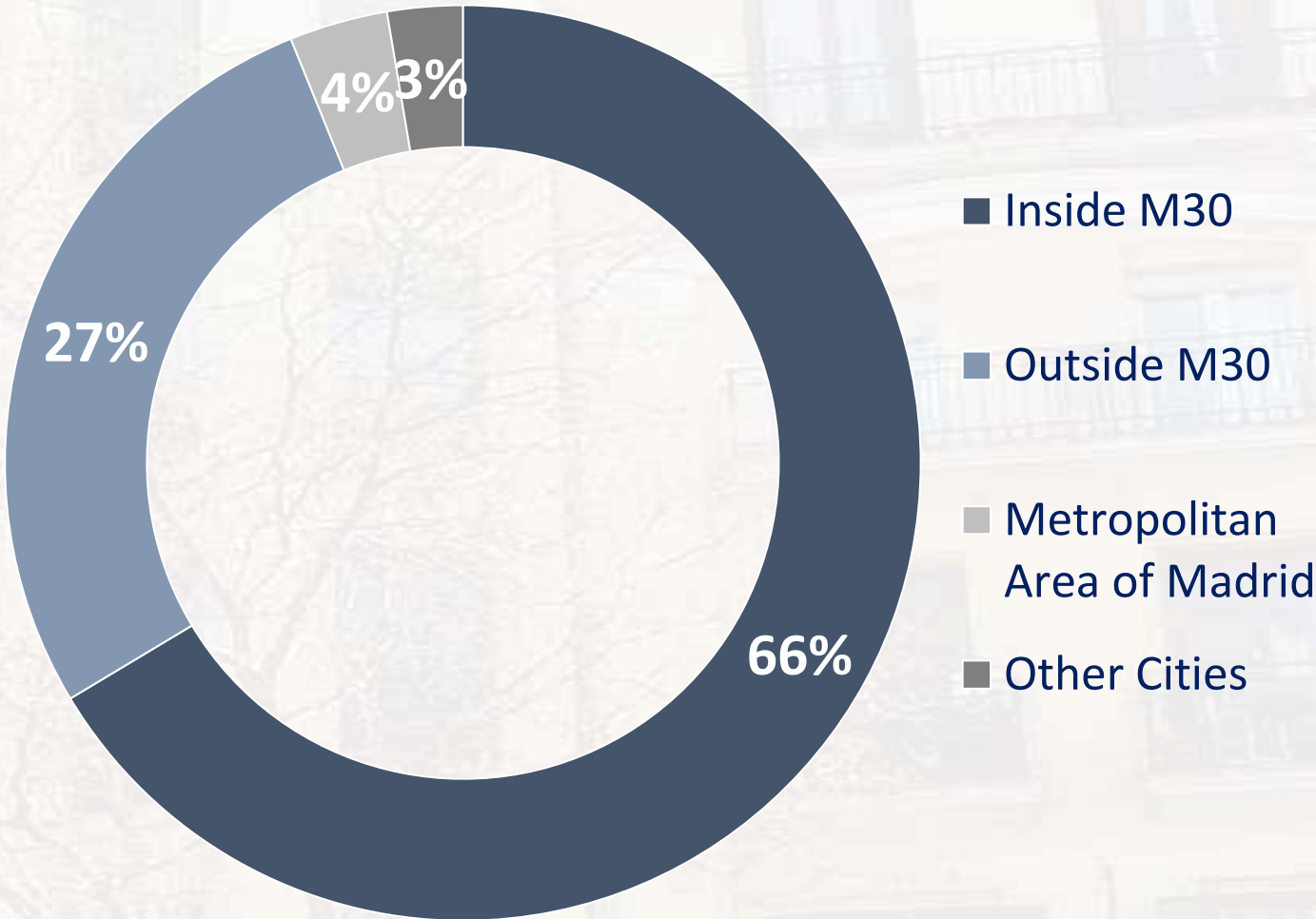


# Q1 2021 PORTFOLIO DESCRIPTION AND LOCATION

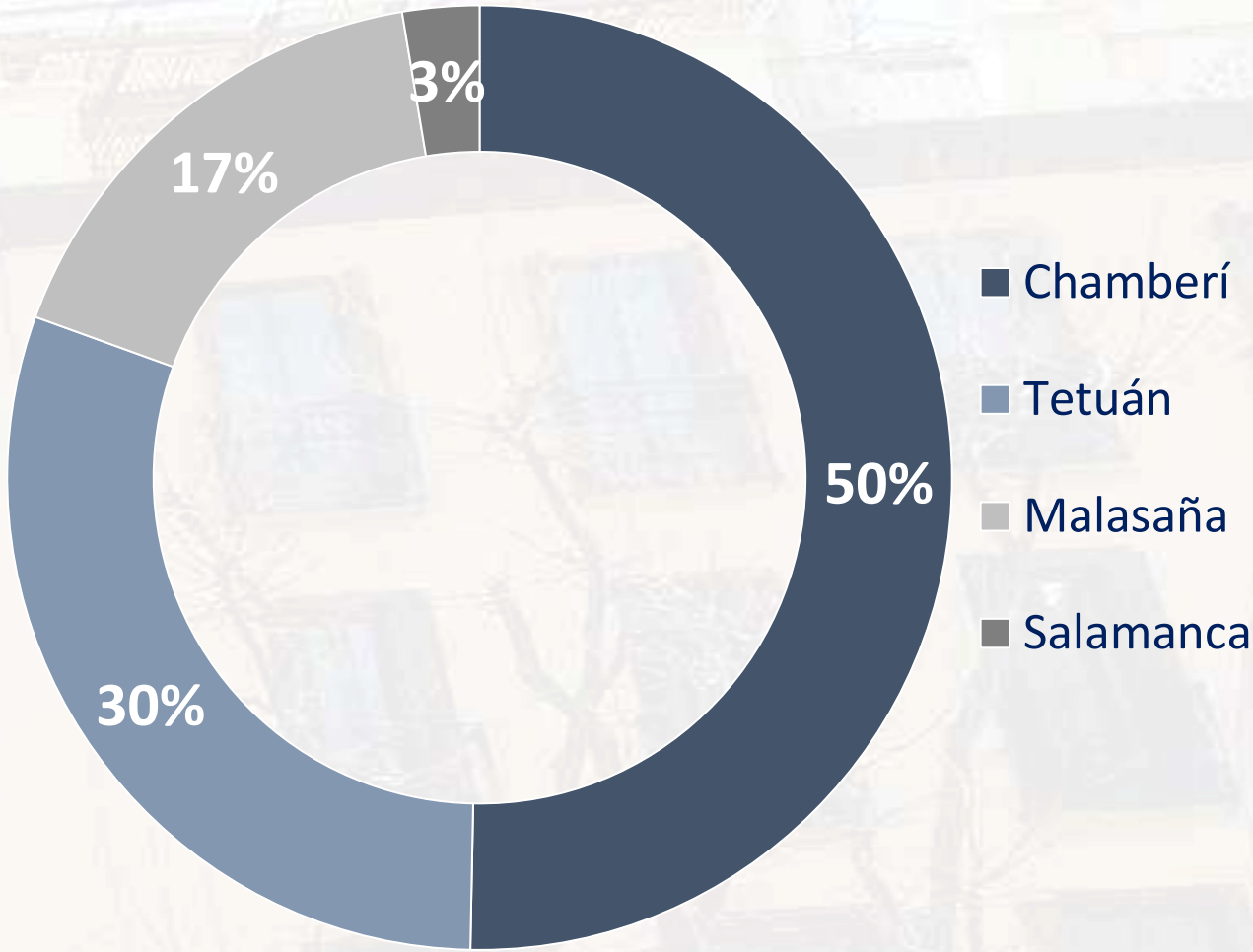
TYPE OF OWNERSHIP <sup>1</sup>



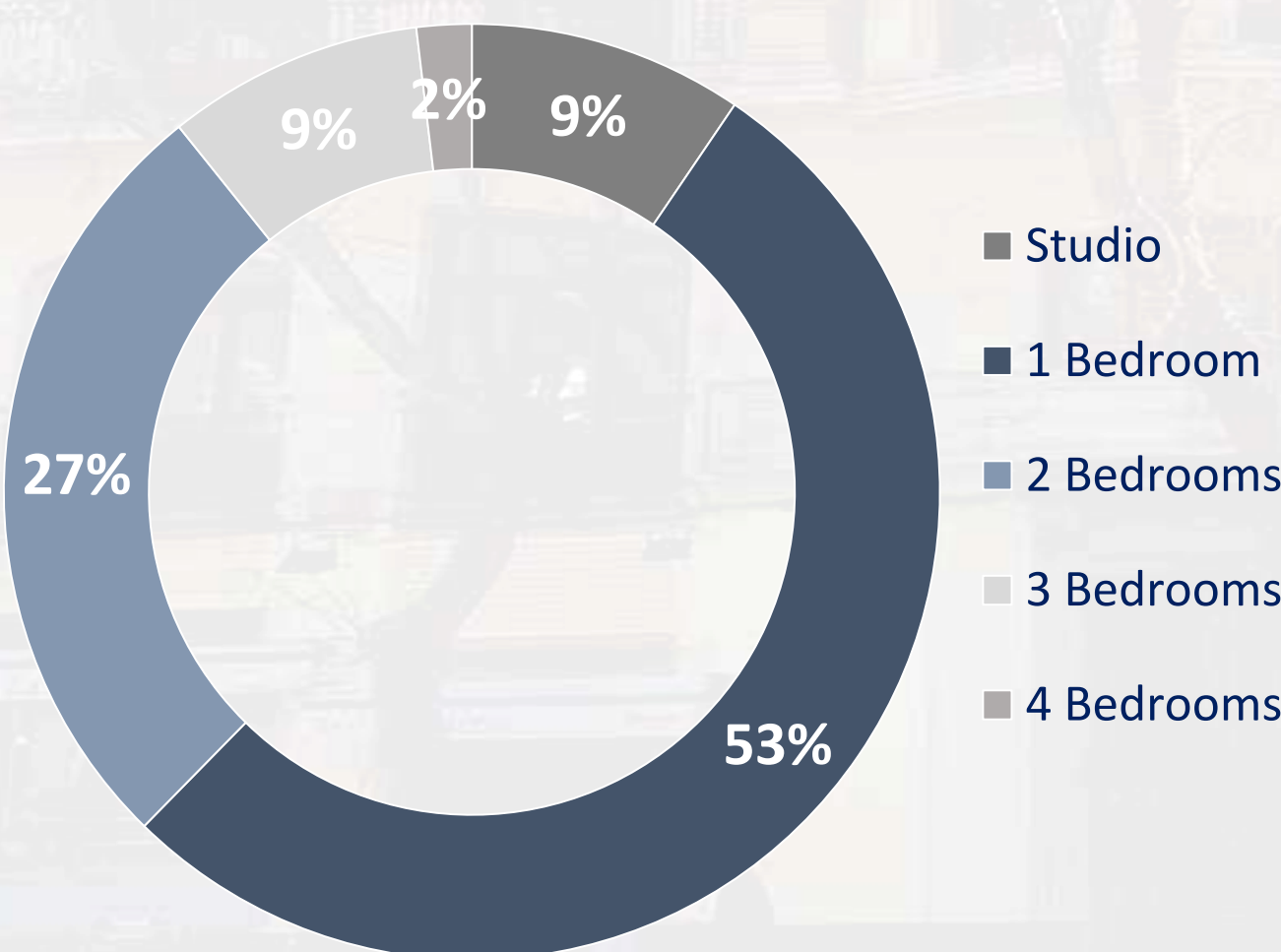
PORTFOLIO LOCATION <sup>1</sup>



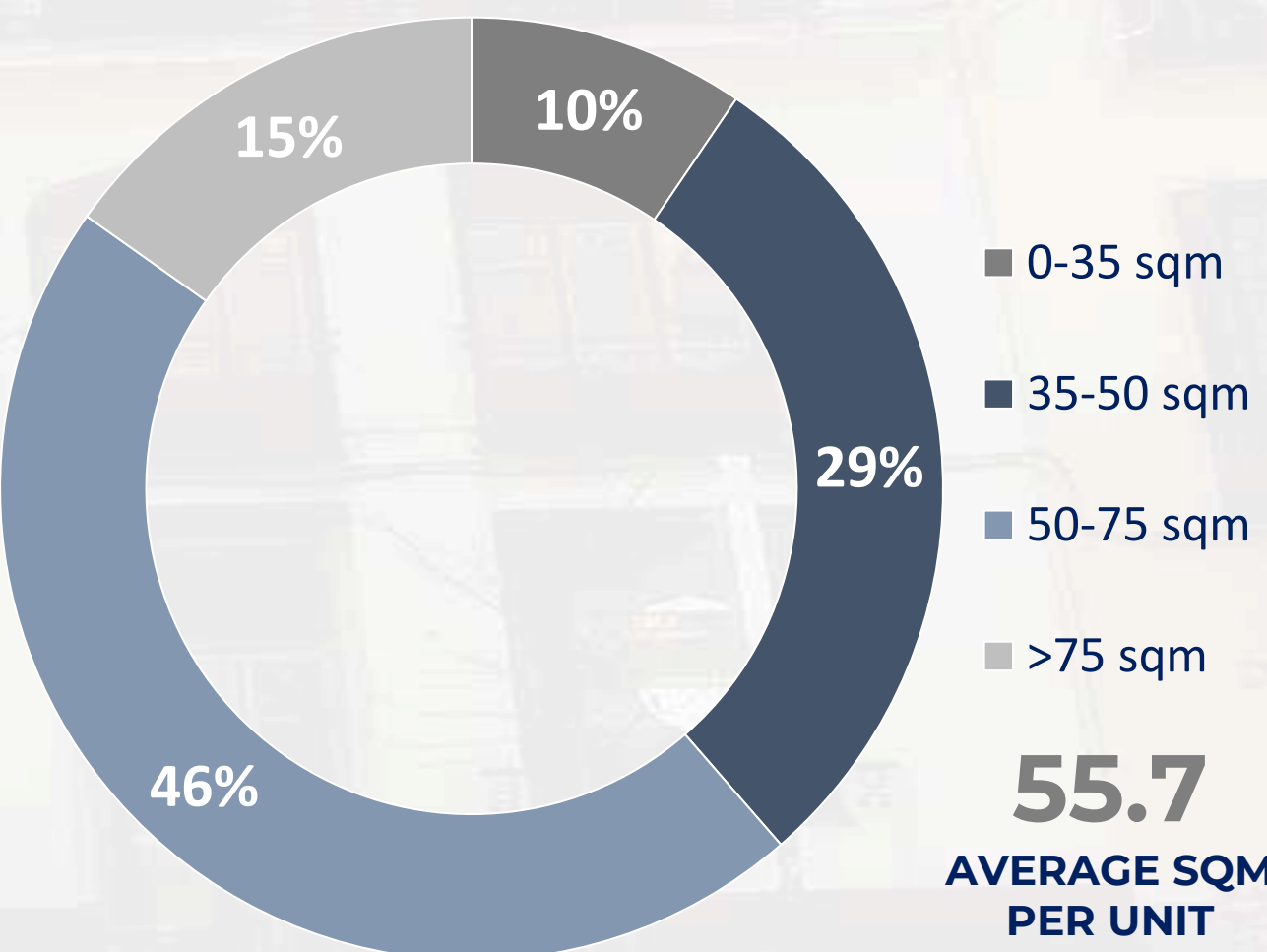
INSIDE M30 LOCATION <sup>1</sup>



NUMBER OF BEDROOMS



RESIDENTIAL UNITS BY SURFACE



**55.7**  
AVERAGE SQM  
PER UNIT

<sup>1</sup> Ratio calculated as a % of GAV Q1 2021, based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



# PORTFOLIO GALLERY

