

CONSOLIDATED PERFORMANCE

+3.8%
Gross rents like-for-like YoY
(4.4%)
FFO per share YoY

- Strong operating performance continues, with **healthy rental growth** (+3.8% LfL)
- **FFO conversion impacted** by the drag of data centers and higher financial costs (-4.4% FFO vs 3M23)
- **Occupancy remains stable at 95.8%**
- **€ 3.0m in non-core divestments** with minimal investment activity. Further **€ 79.3m non-core disposals signed and expected to be executed in FY24** at a double digit premium to FY23 GAV
- **S&P has upgraded MERLIN's credit rating to BBB+** on the basis of sustained lower leverage and expanding cash flow base
- **No valuation during the period. NTA per share** standing at **€ 15.20**
- **€ 0.24 per share final 2023 dividend to be paid out on June 4th**

(€ million)	3M24	3M23	YoY
Total revenues	127.3	121.4	4.9%
Gross rents	124.2	119.2	4.2%
Gross rents after incentives	117.5	112.5	4.5%
Net rents after propex & collection losses	104.1	100.9	3.2%
Gross-to-net margin ⁽¹⁾	88.6%	89.7%	
EBITDA ⁽²⁾	93.6	90.4	3.6%
Margin	75.4%	75.8%	
FFO ⁽³⁾	72.0	75.3	(4.4%)
Margin	58.0%	63.1%	
AFFO	70.1	72.6	(3.5%)
Net earnings	64.8	66.2	(2.1%)

(€ per share)	3M24	3M23	YoY
FFO	0.15	0.16	(4.4%)
AFFO	0.15	0.15	(3.5%)
EPS	0.14	0.14	(2.1%)
EPRA NTA	15.20	15.82	(3.9%)

BUSINESS PERFORMANCE

Rents like-for-like YoY

+2.8%	+4.9%	+4.8%
Offices	Logistics	S. Centers

Release spread

+3.4%	+5.2%	+7.8%
Offices	Logistics	S. Centers

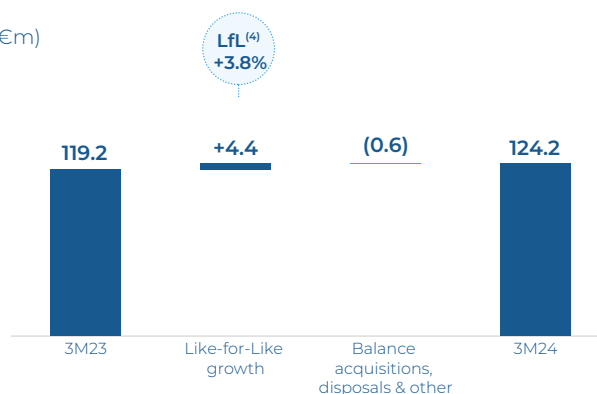
Occupancy vs 31/12/2023
(37 bps) → 95.8%

- **Offices:** 48,195 sqm contracted. LfL of **+2.8%** and **release spread** of **+3.4%**
- **Logistics:** 47,429 sqm contracted. LfL of **+4.9%** and **release spread** of **+5.2%**
- **Shopping centers:** 15,160 sqm contracted. LfL of **+4.8%** and **release spread** of **+7.8%**

3M24	Contracted sqm	Rent		Leasing activity	Occ. vs 31/12/23
		€m	LfL change	Release spread	Bps
Offices	48,195	66.6	2.8%	3.4%	(30)
Logistics	47,429	20.9	4.9%	5.2%	(56)
Shopping centers	15,160	33.0	4.8%	7.8%	(20)
Data Centers	n.a.	0.4	n.a.	n.a.	n.a.
Other	n.a.	3.3	+8.0%	n.m.	(44)
Total	110,784	124.2	+3.8%		(37)

Gross rents bridge

(€m)


⁽¹⁾ Net of incentives

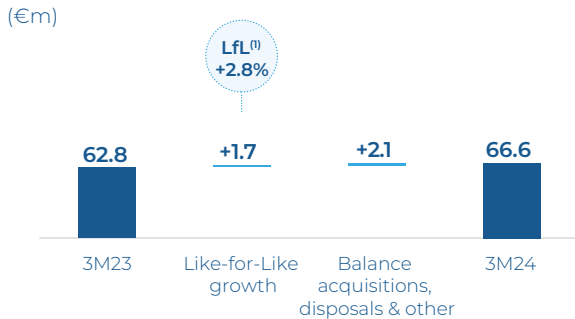
⁽²⁾ Excludes non-overhead costs items (€ 1.9m) plus LTIP accrual (€ 0.7m)

⁽³⁾ FFO equals EBITDA less net interest payments, less minorities, less recurring income taxes plus share in earnings of equity method

⁽⁴⁾ Portfolio in operation for 3M23 (€ 115.1m of GRI) and for 3M24 (€ 119.5m of GRI)

OFFICES

Gross rents bridge



Rents breakdown

	Gross rents 3M24 (€ m)	Passing rent (€/sqm/m)	WAULT (yr)
Madrid	46.6	20.4	3.2
Barcelona	11.0	21.5	2.8
Lisbon	8.3	21.9	4.0
Other	0.6	11.9	6.2
Total	66.5	20.7	3.3

Leasing activity

• Positive rental increase on renewals continues (+3.4%) despite the high CPI indexation captured in 2022-2023

• 1Q24 leasing activity highlights:

- 9,315 sqm renewal with Ministerio de Interior (Spanish Government) in Alcalá 38-40, Madrid
- 7,962 sqm new leases with Willis Tower Watson and Globant in Plaza Ruiz Picasso 11, Madrid
- 2,641 sqm new lease with Emerson in PE Las Tablas, Madrid
- 2,442 sqm renewal with UPS in PE Alvento, Madrid
- 2,216 sqm new lease with Mango in Diagonal 514, Barcelona
- 2,112 sqm renewal with IQVIA in Juan Esplandiu 11-13, Madrid
- 1,541 sqm new lease with Grupo Serveo in PE Via Norte, Madrid

sqm	Contracted	Out	In	Renewals ⁽²⁾	Net	LTM	
						Release spread	# Contracts
Madrid	40,745	(15,753)	25,099	15,646	9,346	+3.2%	92
Barcelona	7,450	(4,039)	5,264	2,186	1,225	+3.9%	41
Lisbon	-	-	-	-	-	n.m.	n.m.
Total	48,195	(19,792)	30,363	17,832	10,571	+3.4%	137

Occupancy

• Resilient occupancy (92.2%)

• By markets, best performer this quarter has been, once again, Madrid NBA A-1

Stock	1,151,668 sqm
WIP	164,603 sqm
Stock incl. WIP	1,316,271 sqm

	Occupancy rate ⁽³⁾		
	3M24	3M23	Change bps
Madrid	90.7%	89.7%	+97
Barcelona	92.8%	95.9%	(309)
Lisbon	99.9%	100.0%	(15)
Other	100.0%	100.0%	-
Total	92.2%	92.2%	(1)

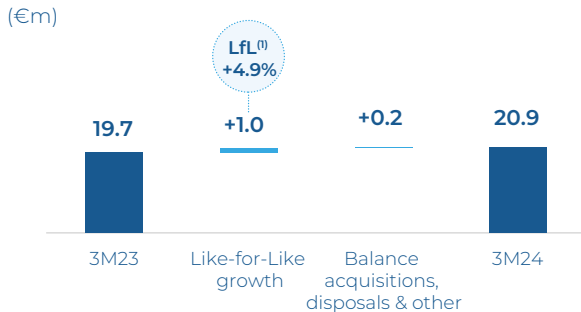
⁽¹⁾ Portfolio in operation for 3M23 (€ 60.9m of GRI) and for 3M24 (€ 62.6m of GRI)

⁽²⁾ Excluding roll-overs

⁽³⁾ MERLIN policy excludes buildings under complete refurbishment. Buildings excluded this period are Plaza Ruiz Picasso, Plaza Ruiz Picasso extension, Torre Lisboa, PE Cerro Gamos 2, 3 & 5, Encinar, PLZFA and Josefa Valcarcel 48

LOGISTICS

Gross rents bridge



Rents breakdown

	Gross rents 3M24 (€ m)	Passing rent (€/sqm/m)	WAULT (yr)
Madrid	13.4	4.3	3.8
Barcelona	3.0	7.8	2.5
Other	4.5	4.6	1.8
Total	20.9	4.7	3.2

Leasing activity

- **Compelling organic performance (+4.9% LfL)**, in line with rental increases on renewals (+5.2% release spread)
- **1Q24 leasing activity highlights:**
 - 47,429 sqm new lease with Pepco in A2-Cabanillas Park II B

sqm	Contracted	Out	In	Renewals	Net	LTM	
						Release spread	# Contracts
Madrid	47,429	(2,850)	47,429	-	44,579	+2.2%	6
Barcelona	-	(3,892)	-	-	(3,892)	+12.7%	3
Other	-	(2,192)	-	-	(2,192)	n.m.	n.m.
Total	47,429	(8,934)	47,429	-	38,495	+5.2%	10

Occupancy

- The portfolio continues **running virtually at full occupancy (98.4%)**
- MERLIN efforts are now focused on transforming into pre-lets the HoTs for the **landbank development**

Stock	1,510,808 sqm
WIP⁽²⁾	557,350 sqm
Best II	167,038 sqm
Best III	390,312 sqm
Stock incl. WIP	2,068,158 sqm
ZAL Port	757,003 sqm
Stock managed	2,825,161 sqm

	Occupancy rate		
	3M24	3M23	bps
Madrid	98.4%	96.0%	+237
Barcelona	95.7%	92.5%	+321
Other	99.4%	100.0%	(60)
Total	98.4%	96.8%	165

⁽¹⁾ Portfolio in operation for 3M23 (€ 19.6m of GRI) and for 3M24 (€ 20.6m of GRI)

⁽²⁾ WIP includes in progress and Landbank Best II & III

LOGISTICS (CONT.)

INVESTMENTS, REFURBISHMENTS AND DEVELOPMENTS

Logistics development program (as of 31/03/2024)

- **525k sqm** have been delivered to date achieving a YoC at delivery of 7.8%
- **557k sqm of Landbank**, all of which has now reached **ready to build status**, distributed among selected locations in Madrid, Lisbon, Valencia and Seville

Logistics pipeline as of 3M24

	GLA (sqm)	Pending capex (€m)	Expected GRI (€m)	YoC ⁽¹⁾ (%)
Near term pipeline (2025)	141k	78	8.2	7.6%
Medium term pipeline (2026-2027)	98k	61	6.1	7.6%
Non-committed long-term pipeline ⁽²⁾	318k	162	17.7	±7.0%

- Ca. 40% of total landbank with HoT (113k sqm in the short term and 98k sqm in the medium term)

DATA CENTERS

- **MAD01-GET, BCN01-PLZF and BIO03-ARA** Data Centers **fully operational** and delivered to the anchor tenant, proving to market best-in-class technical specifications (1.15 PUE and 0.0 WUE).
- **LIS01-VFX** Data Center **license granted and power secured** for a **>90 MW AI Campus**
- **BIO02-ARA (76 MW)** extension construction license expected before year end

Data Centers pipeline (up to 60 MW IT capacity) w/o Lisbon

Capex Invested as of 3M24	2024 Capex (€m)	+2025 Capex (€m)	Expected stabilized GRI (€m)	Stabilized GRI YoC ⁽¹⁾ (%)	Stabilized NOI YoC (%)
283	120	163	c.81	c.14.4%	>10%

- **Fully licensed land and power available** for an additional **200 MW of IT capacity**
- **The company continues studying strategic alternatives to fund the program**

⁽¹⁾ Including land cost

⁽²⁾ To be developed on a pre-let basis

SHOPPING CENTERS

Gross rents bridge

(€m)



Rents breakdown

	Gross rents 3M24 (€ m)	Passing rent (€/sqm/m)	WAULT (yr)
TOTAL	33.0	25.5	2.2

Footfall and tenant sales

	vs 3M23
Tenant sales	+8.1%
Footfall	+6.6%
OCR	11.6%

Leasing activity

- **Footfall (+6.6% vs 3M23) and sales (+8.1% vs 3M23) setting new records and enabling rental growth while maintaining affordable rents (11.6% OCR in 3M24)**
- **LfL rental increase (+4.8%) continues performing satisfactorily**
- **1Q24 leasing activity highlights:**
 - 3,049 sqm new lease with Zara and 1,013 sqm new lease (extension) Zara Home and Oysho in Almada
 - 1,916 sqm renewal with Mercadona in Arenas
 - 1,877 sqm renewal with Alfatit in Porto Pi
 - 1,011 sqm new lease with El Txiringuito in X-Madrid
 - 844 sqm renewal with Mango in La Vital
 - 557 sqm renewal with La Tagliatela in Saler

sqm	Contracted	Out	In	Renewals	Net	LTM	
						Release spread	# Contracts
Total	15,160	(8,523)	7,643	7,518	(880)	+7.8%	80

Occupancy

- **Occupancy stands at 96.0%**
- Best performer this quarter has been **X-Madrid**

Stock	431,349 sqm
Tres Aguas ⁽²⁾	67,940 sqm
Stock with Tres Aguas	499,289 sqm

	Occupancy rate		
	3M24	3M23	bps
Total	96.0%	94.4%	+161

⁽¹⁾ Portfolio in operation for 3M23 (€ 31.4m of GRI) and for 3M24 (€ 32.9m of GRI)

⁽²⁾ Tres Aguas at 100% allocation

BALANCE SHEET

- **LTV stands at 35.0%**
- **No further maturities until November 2026 after tackling May 2025 maturity** with a mix of banking debt (secured and unsecured) and bond financing, under satisfactory terms
- **S&P has upgraded MERLIN's credit rating to BBB+** on the basis of sustained lower leverage and expanding cash flow base

Corporate rating		Outlook
S&P Global	BBB+	Stable
MOODY'S	Baa2	Positive

Ratios	31/03/2024	31/12/2023
LTV (Inc. TC)	35.0%	35.0%
Av. Interest rate	2.38%	2.38%
Av. Maturity (years)	4.9	5.1
Unsecured debt to total debt	90.6%	90.4%
Interest rate fixed	99.7%	99.7%
Liquidity position (€m) ⁽¹⁾	1,393	1,309

	€ million
GAV	11,314.8
Gross financial debt	4,626
Cash and equivalents ⁽²⁾	(561)
Net financial debt	4,065
NTA	7,139

INVESTMENTS, DIVESTMENTS AND CAPEX

- **€ 3.0m in non-core divestments.** During the quarter **€ 79.3m of disposals signed and expected to be executed in FY24** at a double digit premium to FY23 GAV for which € 10.4m in deposits have been received by May 2024
- **Muted acquisitions during 3M24,** limited to consolidating a 100% ownership in Plaza Ruiz Picasso extension, a c. 4,500 sqm building adjacent to our Plaza Ruiz Picasso development. Works are expected to begin in 3Q25
- Capex efforts continue focused on **Best II & III and Digital Infrastructure** Plan (Mega)
- Plaza Ruiz Picasso 11 continues welcoming tenants, with 7,962 sqm to Willis Tower Watson and Globant and 6,188 sqm to our coworking subsidiary (LOOM) with 50% already fitted-out and delivered and the rest already committed with end-users. 10,493 sqm for IBM were already delivered in December 2023

	Offices	Retail	Logistics	Data Centers	€ million
Acquisitions	Plaza Ruiz Picasso extension				8.1
Greenfield development			A2-Cabanillas Park II Lisboa-Park	Bilbao Arasur (Data Center) Madrid-Getafe (Data Center) Barcelona PLZF (Data Center) Lisboa (Data Center)	25.5
Refurbishments	Plaza Ruiz Picasso PE Cerro Gamos Josefa Valcarcel 48	Callao 5 Marineda			12.7
Like-for-like portfolio (Defensive Capex) ⁽³⁾					3.2
Total					49.5

⁽¹⁾ Includes cash (€ 545.3m) and treasury stock (€ 15.4m) and undrawn credit facilities (€ 832.4m) in 3M24

⁽²⁾ Includes cash (€ 545.3m) and treasury stock (€ 15.4m)

⁽³⁾ € 1.9m are capitalized in balance sheet and € 1.3m are expensed in P&L

APPENDIX

1. Consolidated Profit and Loss

2. Consolidated Balance Sheet

1. Consolidated Profit and Loss

(€ thousand)	31/03/2024	31/03/2023
Gross rents	124,208	119,247
Offices	66,622	62,832
Logistics	20,887	19,721
Shopping centers	32,956	33,519
Data Centers	418	-
Other	3,325	3,175
Other income	3,107	2,158
Total Revenues	127,315	121,405
Incentives	(6,661)	(6,741)
Total Operating Expenses	(29,627)	(25,357)
Propex	(13,428)	(11,612)
Personnel expenses	(8,865)	(8,604)
Opex general expenses	(4,764)	(4,084)
Opex non-overheads	(1,869)	(356)
LTIP Provision	(701)	(701)
Accounting EBITDA	91,027	89,307
Depreciation	(578)	(466)
Gain / (losses) on disposal of assets	429	2,515
Provisions	582	(7)
Change in fair value of investment property	-	-
EBIT	91,460	91,349
Net financial expenses	(25,391)	(19,707)
Debt amortization costs	(1,869)	(1,367)
Change in fair value of financial instruments	(49)	(6,039)
Share in earnings of equity method instruments	2,490	3,620
PROFIT BEFORE TAX	66,641	67,856
Income taxes	(1,854)	(1,683)
PROFIT (LOSS) FOR THE PERIOD RECURRING OPERATIONS	64,787	66,173
Minorities	-	-
PROFIT (LOSS) FOR THE PERIOD ATTRIBUTABLE	64,787	66,173

2. Consolidated Balance Sheet

(€ thousand)

ASSETS	31/03/2024	EQUITY AND LIABILITIES	31/03/2024
NON CURRENT ASSETS	11,532,728	EQUITY	6,615,293
Intangible assets	1,474	Subscribed capital	469,771
Property, plant and equipment	8,348	Share premium	3,541,379
Investment property	10,684,996	Reserves	2,548,984
Investments accounted by the equity method	539,978	Results from previous exercises	97,610
Non-current financial assets	220,359	Treasury stock	(15,440)
Deferred tax assets	77,573	Other equity holder contributions	540
		Interim dividend	(93,673)
		Profit for the period	64,788
		Valuation adjustments	1,334
		NON-CURRENT LIABILITIES	5,393,088
		Long term debt	4,763,091
		Long term provisions	16,807
		Deferred tax liabilities	613,190
CURRENT ASSETS	674,373	CURRENT LIABILITIES	198,720
Trade and other receivables	54,739	Short term debt	48,978
Short term investments in group companies and associates	3,159	Trade and other payables	131,910
Short-term financial assets	1,841	Other current liabilities	17,832
Cash and cash equivalents	545,295		
Other current assets	69,339		
TOTAL ASSETS	12,207,101	TOTAL EQUITY AND LIABILITIES	12,207,101



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