We build **innovative** and **sustainable** housing, **unique** and **welcoming** homes. where to live in

# CORPORATE PRESENTATION. November 2022

Mesena 80 render (Madrid)

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## Agenda

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- 2. Business activity
- 3. Corporate information
- 4. Appendices



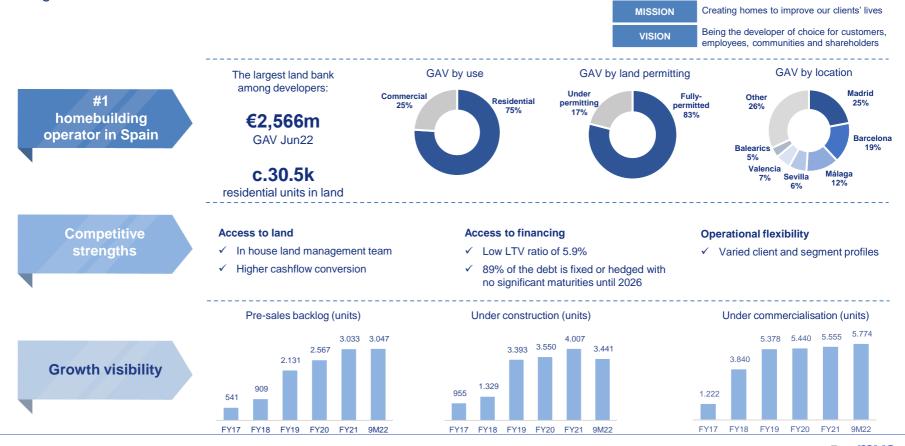


metrovacesa

Mirades (Terrassa, Barcelona)

## 1. Executive Summary

### Metrovacesa At a glance



5. **mvc.** 

## Mission and Vision

#### MISSION

Creating homes to improve our clients' lives

#### VISIO

Become the **national leader** in residential development, being the **developer of choice** for customers, employees, communities and shareholders. To that end we must continuously achieve **superior financial and operating results** while adhering to the **highest standards of business conduct** 

## **Core Values**

#### CORE VALUES

**Client Centric Approach** Clients are at the forefront of every company initiative. Their satisfaction is our everyday goal

Quality Products We deliver high quality products that combine innovation in harmony with the environment

#### **Shareholder Return**

We work to maximize long-term return to our shareholders while focusing on risk management and being mindful of our overall responsibilities

#### Committed People

We strive to provide a safe, challenging and rewarding environment for our employees

#### Care for our Communities

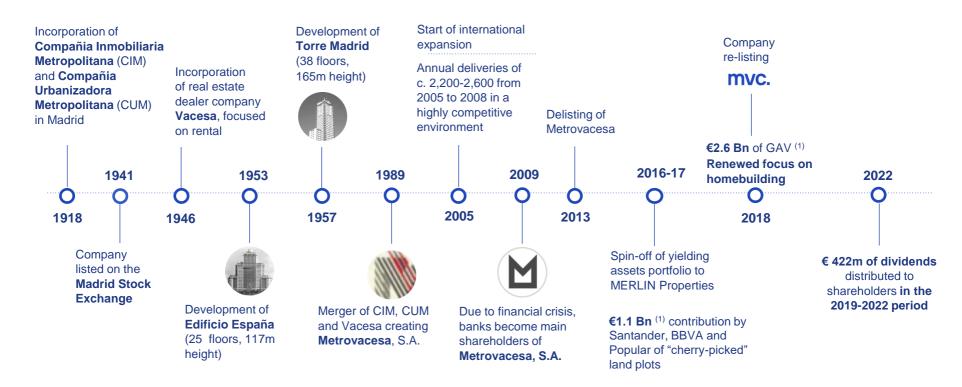
We make a difference by benefiting communities where we operate with urbanistic solutions that improve their day-to-day lives

#### Impeccable Corporate Governance

We do business in a socially responsible and ethical manner. We respect the law, protect the environment and never compromise integrity

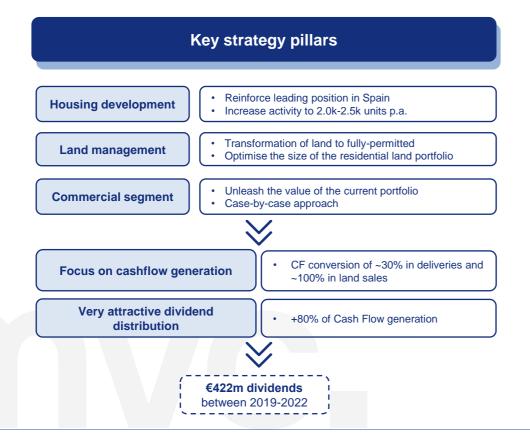
## An established heritage

Of 100 years of history



## Strategy

Focus on cashflow generation and reinforcing our development business





## **Generous shareholding remuneration policy**

On strong CF generation and solid balance sheet

#### **Dividend history**

€ per share

Total 2019-2022: **€422m** or €2.78 /sh



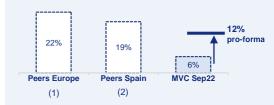
#### €1.05/sh Dec.22 dividend

- Distributing current excess cash balance before year-end, as an extraordinary distribution (~€0.55 p.s.)
- On top of the ordinary distribution of cashflow generation (~€0.50 p.s.)
- A move towards a more optimal capital structure
- To be approved in Nov.22 EGM

#### Reflects MVC's strong balance sheet and CF profile

- **12% pro-forma LTV** ratio post dividend, is still prudent: lower than the peers in Spain and Continental Europe
- Future distributions of 80%+ of cashflow generation, subject to a target LTV range of 15%-20%

#### LTV ratio (%): MVC vs peers average





#### Notes:

(1) Peers Europe includes Nexity, Kaufman & Broad, Instone and JM. Figures as of latest report date (June or August 2022)

(2) Peers Spain includes Aedas, Neinor and Vía Célere. All figures as per latest report date (June 2022), adjusted for dividends paid in July

(3) Non-restricted cash as of latest report date (June 2022 or later) divided by FY2021 total income

metrovacesa

Jardines de Tetuán (Madrid

## 2. Business Activity

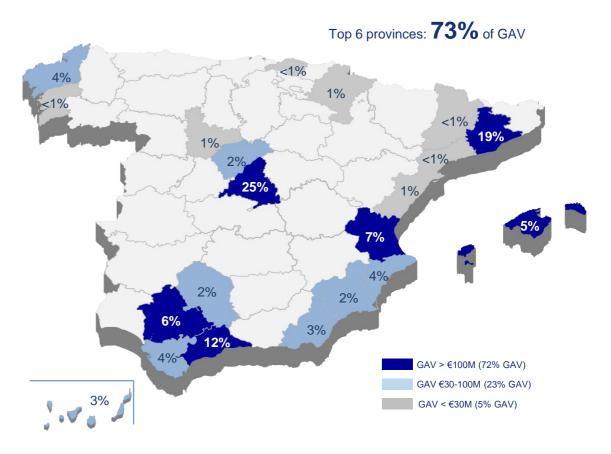
## **Portfolio by provinces**

Strong presence in the key areas

#### Portfolio details by province

Ranked by % GAV June 2022

	GAV (%)			# of resi units		
Location	Total	Resid.	Commer	Total	Fully permitted	Under permitting
Madrid	25%	17%	49%	4.6k	0.8k	3.8k
Barcelona	19%	14%	32%	3.8k	1.8k	2.1k
Málaga	12%	15%	0%	1.9k	1.7k	0.3k
Valencia	7%	10%	0%	3.1k	1.8k	1.3k
Seville	6%	8%	0%	2.3k	2.3k	-
Balearic Islands	5%	4%	7%	0.5k	0.5k	-
Cádiz	4%	4%	3%	1.8k	0.9k	0.9k
A Coruña	4%	5%	0%	2.0k	0.8k	1.2k
Alicante	3%	4%	1%	1.4k	1.0k	0.3k
Canary Islands	3%	3%	4%	1.9k	1.8k	0.1k
Rest of Spain	16%	16%	4%	7.7k	6.1k	1.7k
Total MVC	100%	100%	100%	31.0k	19.4k	11.6k
GAV (€m)	2,566	1,934	632			



## Key operational data

as of September 30th 2022

Active projects	₩ X X X X	Construction	Deliveries / Handreis Sales	Land CR portfolio	Financials
Sales Backle 3,047 Sold units Under comm 5,774 units Active units 7,647 units	€936 €808 k/unit ASP	<ul> <li>3,441 units under construction (3)</li> <li>81 developments under construction (3)</li> </ul>	<ul> <li>1,327 units delivered in the period</li> <li>€260 k/unit ASP<sup>(2)</sup></li> <li>1,341 units pre-sold <sup>(4)</sup> in the period</li> <li>€323 k/unit ASP<sup>(2)</sup></li> </ul>	Eand Sales €6.0m in P&L revenues teres de contracts contracts Ac.30,600 Resi units in land bank	€287m Total cash €152m Net debt 5.9% LTV ratio

Notes:

(1) Defined as cumulative pre-sales (reservations + contracts) minus deliveries

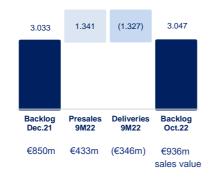
- (2) ASP = Average Selling Price
- (3) Includes units with construction works completed
- (4) Pre-sales in the period, net of cancellations

## **Operational activity**

Providing high visibility for the next few years

#### **Pre-sales backlog**

Avg. unit price (ASP): €308k (+10% vs. Dec.21)
71% contracts / 29% reservations
Strong sales coverage for 2023-2024 Backlog evolution in # units:



#### Units in construction



#### Units in commercialization



#### Split by province:



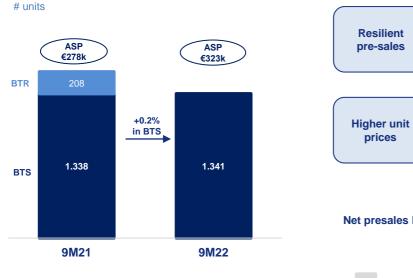
## Active units



## **Pre-sales**

Flat pre-sales YoY in BTS

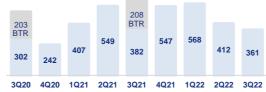
#### 9M22 pre-sales: 1,341 units





• 9M net pre-sales flat YoY (+0.2%) in BTS

#### Net presales by quarter (# units)



#### **Recent demand trends**

- Some slowdown in demand since April, but similar to historical averages (example: number of client visits)
- · Longer average selling periods, from a lead to a reservation
- Increased uncertainty for coming quarters due to higher inflation and Euribor rates

Number of client visits: evolution



## **Residential deliveries**

On track to meet FY22 targeted 1,600-2,000 units

#### 9M22 deliveries



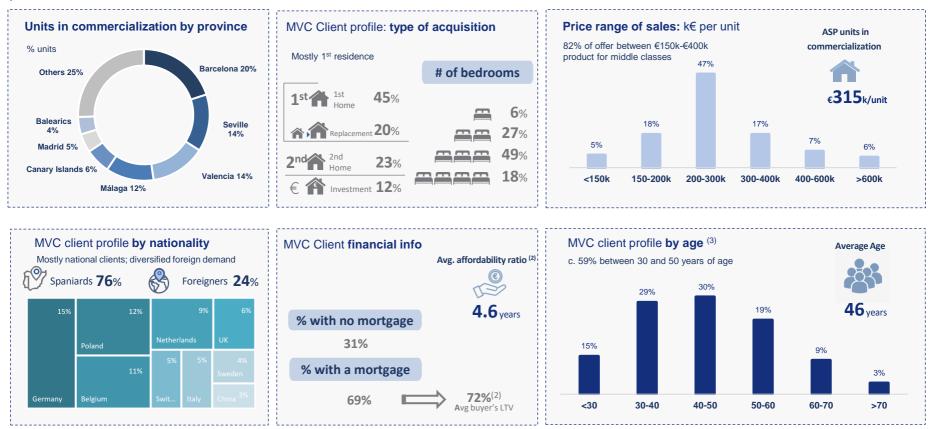






## **Client profile**

#### Location, price, age, motivation and financing <sup>(1)</sup>



16. **MVC.** 

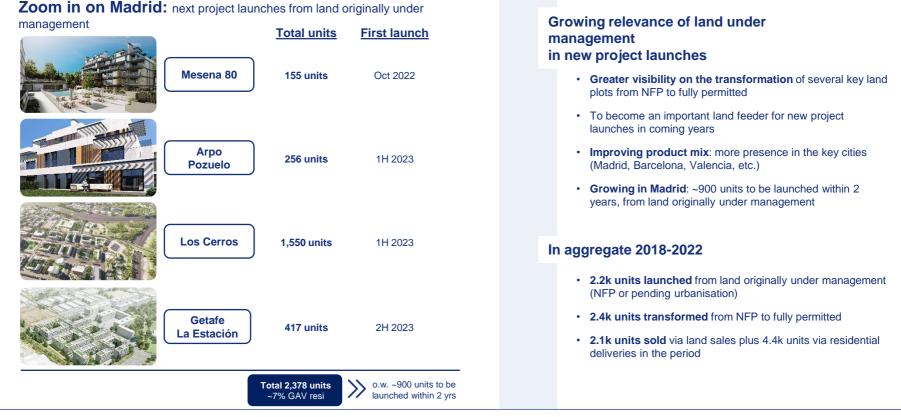
1) As of 30<sup>th</sup> of June 2022

(2) Calculated as the number of years need to pay for a house (the price of a home unit divided by the annual gross household income)

3) Amount of mortgage (in % terms over the price of the house) needed on average by those of our clients that request a mortgage

## **Pipeline from land under management**

Several quality projects in the near term



## Land monetisation

#### Adapting with flexibility to a more challenging context

Land monetisation in 9M 2022				
Land sales: €30	0.2m	Others: c.€25m		
P&L €6.0m	book value	se and non-core land. Sale prices in line with weakened on tougher market conditions for rs		
Binding sale contracts €24.2m	partial cash p date, some o • Demand for o	dential and commercial land. Binding contracts imp repayments, and a commitment to formalise at a la f them by the end of 2022 commercial land has also softened on rising financi reased uncertainty		
Others: c.€25m	developmen	t <b>Residence</b> : contract signed in July for the and sale of a 20,100 sqm building as part of note: $c \notin 25m$		

the Oria Complex. Land value: c.€25m



project

Vita Student Residence

## Sales of land and commercial assets in 2018-2022, €m



#### Aggregated sales by segment in 2018-2022, €m



mvc.

18.

Notes:

(1) Includes delivery of Monteburgos 2 office project, the book value of land for the Vita student residence plus two binding contracts for the sale of commercial land plots (Madrid and Palma de Mallorca)

## **Commercial portfolio**

Opportunistic approach to maximize value

## Opportunistic approach in the commercial segment

- Portfolio value of €632m (GAV): Top 6 assets make up +80% of value:
  - Clesa/Oria (Madrid)
  - LaCity (Barcelona)
  - Monteburgos 1 (Madrid)
  - · Valdebebas (Madrid)
  - Loinsa (Barcelona)
  - Palma de Mallorca
- Strategy: to add value on existing assets to maximize their exit over the next few years
  - Selecting the best route for each asset: land sales, turnkeys and joint-ventures
  - 32% of the IPO GAV in this portfolio has been either sold or de-risked via JVs or turnkeys

#### Monteburgos 2



Monteburgos 2 (Madrid)

#### **Puerto Somport**



Puerto Somport (Madrid)

 A LEED-Platinum 20,000 sqm building in the Las Tablas district in Madrid (24% owned by MVC)

 11,250 sqm office project under construction in

Madrid (Las Tablas)

insurance company Catalana Occidente

delivered by year-end,

Turnkey agreement

signed with the

The project will be

according to plan

 5,200 sqm office space has been leased to a multinational company, on a long-term lease contract

#### **Project ORIA (Clesa)**



Oria Project (Madrid)

- Major 89,000 sqm mixed-use project in Madrid city, with a planned total investment of c.€330m
- It will consist of 4 buildings: Two office towers (combined 46,000 sqm); a student residence with 20,100 sqm and a hospitality building with 22,000 sqm
- First deal signed with VITA for the joint development of a student residence
- MVC is exploring alternatives for the other 3 buildings
   with potential investors

## Sustainability and ESG (1/3)

Strategy ESG24:100% aligned with the business model

Metrovacesa has updated its 2022-2024 General Sustainability Strategy (ESG24), leveraged on the significant progress made in the 2020-2022 Sustainability Plan

1enei

The ESG24 defines an **ambitious** common action framework aligned with our activity and which focuses its objective on the development of a responsible and sustainable business model Metrovacesa's ESG24 consists of 9 strategic lines and 21 lines of action articulated in the three ESG dimensions, which are materialized through 88 specific actions with monitoring indicators (KPIs) and an estimated budget

#### **ESG24 OBJECTIVE**

Position the company at the forefront of the real estate development sector in sustainability

The lines developed in the ESG24 will contribute to the SDGs within a set period, thanks to the promotion and monitoring of those responsible. Specifically, it will contribute with a greater impact on the following SDGs:



## Sustainability and ESG (2/3)

ESG24 strategic lines and objectives

#### **Strategic lines**



E

S

Sustainability in housing developments
Neutrality and climate adaptat
Sustainable homes and customer well-being
The best talent for busines
Spreading sustainability to suppliers and contractors
Promoter of and contributor social development
Responsible and ethical corpo governance in businesses
ESG leadership and

developments
eutrality and climate adaptation
Sustainable homes and customer well-being
The best talent for business
Spreading sustainability to suppliers and contractors

contributor to lopment

thical corporate businesses

> ship and reputation management

Sustainable business model

#### Strategic objectives of Metrovacesa

- Obtain sustainable building certifications or seals in 100% of new housing developments
- Achieve **carbon neutrality** by 2040, focusing on construction, the use of homes and customer awareness
- Position as a benchmark for customers in satisfaction and development of sustainable housing
- Be recognized as a reference employer and preferred company to work for
- Ensure responsible and sustainable behaviour of 100% of critical suppliers and contractors
- Promote sustainable urban developments, support for vulnerable groups, environmental conservation and emergency response
- Adopt the highest practices of corporate governance and business ethics
- Being recognized in the top 10 of the best companies in the world in our sector in terms of ESG
- **100% of activities considered sustainable** (EU Taxonomy)

## Sustainability and ESG

Progress on our ESG commitments in 2022

- 100% of developments launched in 1H 2022 are expected to obtain sustainability certifications

Environment

- 41% of developments launched in 1H 2022 are targeting AA Efficient Energy Rating Certifications
- Member of Clúster de la Edificación, a non profit association where universities, research centres and companies work to develop improvements in residential building



- Development of sustainable urban innovation projects in our major land plots under management. Undergoing certification process by BREEAM Communities in two land plots in Madrid and A Coruña
- We have carried out **Participatory Diagnostic Study** events in Vinival (Alboraya-Valencia), Benimaclet (Valencia) and Percebeiras (A Coruña)



Governance

- 2021 ESG KPIs associated with sustainable financing have been successfully validated by the external auditors
- Metrovacesa has been selected as member of the Blockchain Cluster of the Community of Madrid



Vinival (Alboraya- Valencia)



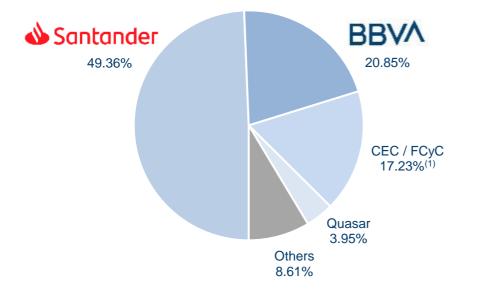
Percebeiras (A Coruña)

## metrovacesa

Illa Natura (Terrasa, Barcelona)

## 3. Corporate information

## **Shareholding structure**







## Best-in-class corporate governance

Metrovacesa meets the best practices Corporate Governance listed companies, on:	s in •Re for •St	pard composition emuneration nareholder relations ccountability and Audit	Proprietary	CEO and Chairmar	<b>O</b> Independent	<u>နိုန်နိုန်နိုန်နိုန်နိုန်</u> mvc.
Board of Directors		Most relevant positions				Board Committees
Ignacio Moreno	External	Non exec. Chairman. Director	Non exec. Chairman. Director at Telefónica & Roadis Transportation Holding			Audit committee <ul> <li>Size: 3 members, all of which are independent</li> <li>Committee chairman is an</li> </ul>
Jorge Pérez de Leza	Executive	CEO	CEO			
Javier García-Carranza	Proprietary	Executive VP at Santander, C	Executive VP at Santander, Chairman of Merlin Properties			
Carlos Manzano	Proprietary	Head of Industrial Holding at I	Head of Industrial Holding at Banco Santander			
Ana Bolado Valle	Proprietary	Director at Unicaja and Colonial. Formerly Sr. Manager at Santander			independent director	
Mariano Olmeda	Proprietary	Vice Chairman. Director at CESCE. Formerly Sr. Manager at Santander				
Cesáreo Rey-Baltar	Proprietary	Director of Real Estate Equity	Director of Real Estate Equity Holdings at BBVA			Appointments, Remuneration &
Enrique Migoya Peláez	Proprietary	Managing Director of Strategy	Managing Director of Strategy and M&A Equity Holdings at BBVA			Sustainability Committee
Beatriz Puente	Independent	CFO at Siemens-Gamesa. Fo	CFO at Siemens-Gamesa. Formerly, CFO at NH Hoteles, AENA and Vocento			•Size: 4 members, 2 of which
Emma Fernández (1)	Independent	Director at Grupo Ezentis. For	Director at Grupo Ezentis. Formerly, Sr. Manager at Indra			<ul> <li>Committee chairman is an independent director</li> </ul>
Vicente Moreno	Independent	Director at Banca March. Forr	Director at Banca March. Formerly, CEO of Accenture Spain			
Azucena Viñuela (2)	Independent	Head of Internal Audit at EDP	Head of Internal Audit at EDP			
33% of the Board me	embers are wom	en				Presidents of both Committees are women

#### Notes:

(1) President of the Appointments & Remuneration committee

(2) President of the Audit committee

## Well-established platform

in place to ensure a successful execution

#### **Management committee**





CFO

Borja Tejada



Eduardo Carreño Head of Residential Operations

Carmen Chicharro

Innovation & Marketing

Head of Sales.



Head of Legal



Head of People.

Processes and

Technology



Raquel Bueno Corporate Development

Highly experienced and well dimensioned team (1)

**100** years of history **10,000** units delivered pre-crisis <sup>(2)</sup> **211** current full-time employees **5** Regional Offices >20 avg. years of experience

Number of years of experience in the industry

Notes:

(1) As of March 2022 (2) Between 2004 and 2008



CEO

Head of Land



Enrique Gracia Head of Commercial

WEST ANDALUCIA

#### **Regional structure**

#### NORTH / CENTRAL



Luis Miguel Pascual 15 employees 4 project managers





COSTA DEL SOL

18 employees



Pablo Andreu 12 employees 4 project managers

**TECHNICAL** Dtor.



Alfonso Menéndez-Pidal 28 employees







Lorenzo Santana 6 project managers

LEVANTE



Relations

Juan Carlos Calvo

Strategy & Investor



5 project managers

CATALONIA

## **Corporate financing**

Corporate and developer loans

#### No significant maturities until 2026, with 89% of debt fixed or hedged

	•Total amount: €260m	
	•Initial cost: 3.35%	•We now ha
	•Maturity: 5 years, until June 2026	funding nee the next 5 y •Metrovaces and size attr banks
Corporate loan	•Pool of 11 banks: 5 domestic (BBVA, Kutxabank, Sabadell, Santander, Unicaja) and 6 international (Deutsche Bank, Goldman Sachs, MoraBanc, Morgan Stanley, Novobanco, Société Générale)	
	•This sustainable financing complies with the Loan Market Association's Principles for Sustainable Lending	•Target LTV all business
		<ul> <li>High flexibil undrawn de</li> </ul>
	BBVA 📣 Santander 🛪 CaixaBank //ABANCA iberCaja 🗲	•High qualit
	<sup>©</sup> Sabadell Mutxabank cajasur <sup>©</sup>	backing the
Development	•Residential: Developer loan for up to 100% of hard and soft costs	•100% cape business u
loans	•Commercial: Developer loan for up to 100% of hard and soft costs	•Target mini
	A development loan is signed for each project	balance of
	No land financing	
	• Project financing <b>granted by main Spanish entities</b> , that turn into retail mortgages by subrogation at delivery	

•We now have all our corporate funding needs covered for the next 5 years

- Metrovacesa leadership and size attractive for financing banks
- •Target LTV < 25% throughout all business plan
- •High flexibility provided by undrawn debt
- •High quality pool of banks backing the projects
- •100% capex financing derisking business until delivery
- •Target minimum cash on balance of €75m

### **Asset appraisal**

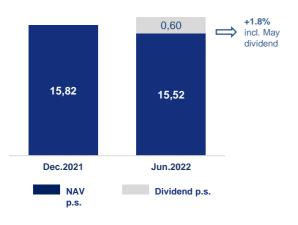
NAV of €15.52 per share, +1.8% incl. May dividend



+3.2% residential use+0.9% commercial uses

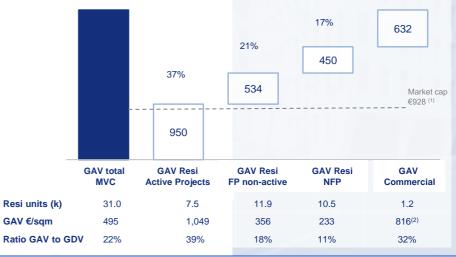


#### Net Asset Value, €/sh



#### Portfolio value (GAV) breakdown, € m

25%



Notes:

(1) Based on the stock price as of October 25th, 2022

(2) Calculated on the Commercial FP land, which accounts for 97% of the commercial portfolio

## metrovacesa

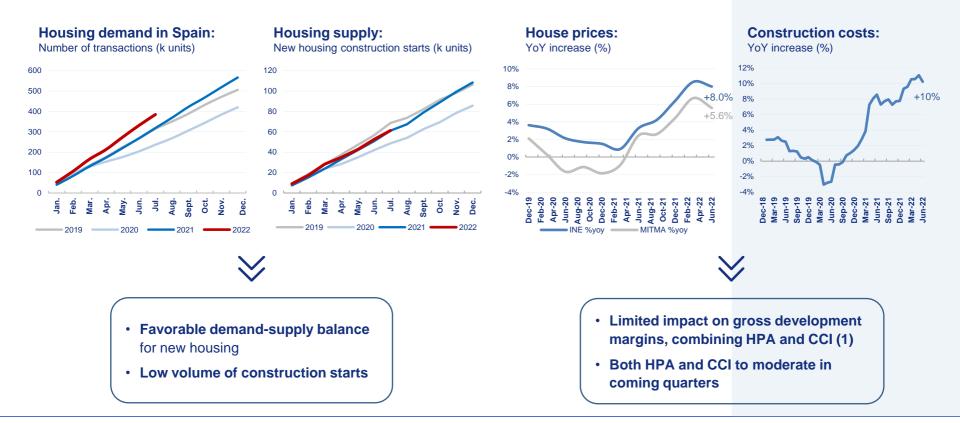
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## Appendices

## **Sector dynamics**

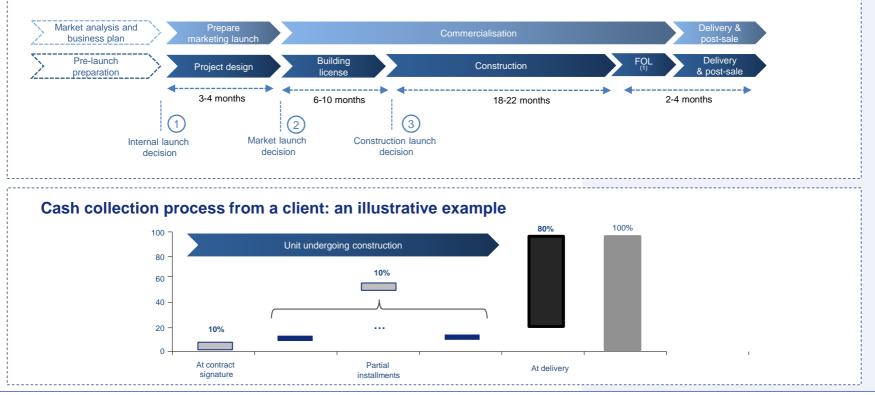
Resilient demand for new housing, although increased uncertainty on the future



## **Project cycles**

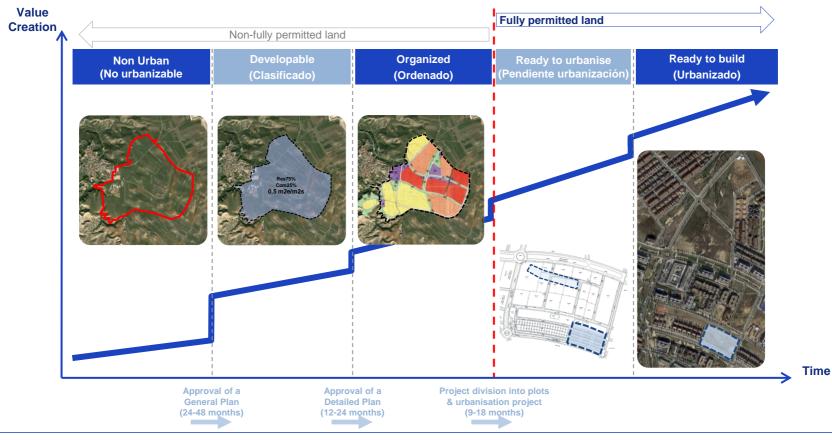
development project & land transformation

#### Project life cycle: a range of 30-40 months



## **Urban land process:**

#### from non urban to fully permitted



### Metrovacesa

#### Project examples

#### Sunrise Heights (Manilva, Málaga)



Meissa 28 (Málaga)



#### Illa Natura (Terrassa, Barcelona)



#### Adhara 42 (Málaga)



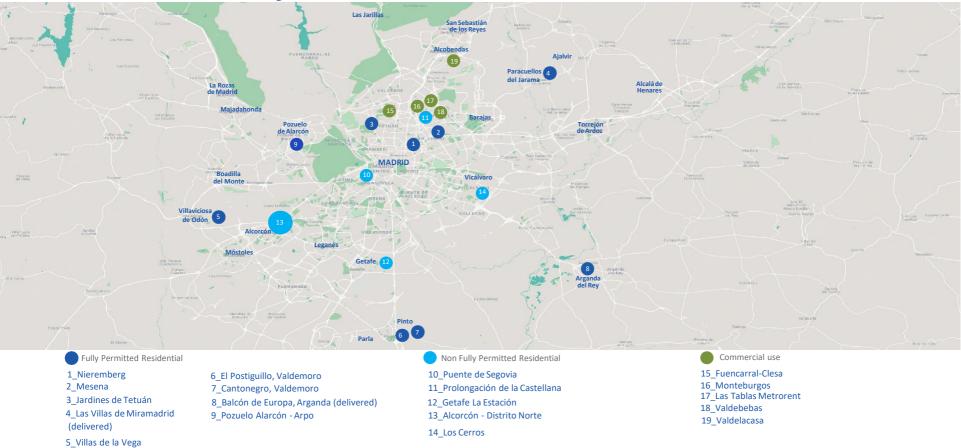
#### Jardins de Llevant (Palma de Mallorca)



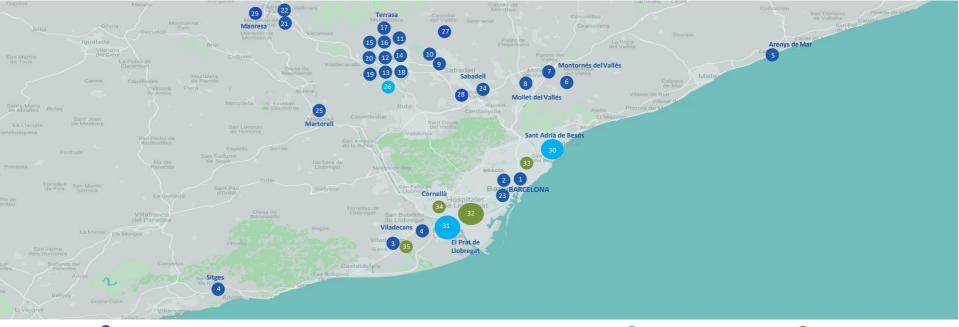
Terrazas de Poniente Sur (Córdoba)



## Presence in Key Locations: Madrid



## Presence in Key Locations: Barcelona



#### Fully Permitted Residential

- Llull (under delivery)
   C/ Navas Tolosa 308-310 (sold)
- 3 Llevant Viladecans
- 4 Rat Penat
- 5\_Arenys-Bareu
- 6\_Ernest Lluch (under delivery)
- 7\_C/ Salvador Puigantich
- 8\_Can Fabregas

9\_Jardins Can Gambús 10\_Aire 9 11\_C/ Manresa 12\_C/ Prat de la Riba 13\_C/ Gasómetro 14\_Illa Natura 15\_Mirades 16\_Metropol Parc (under delivery) 17\_C/ Tarragona 107 (sold) 18\_Av Barcelona 102-112 19\_Dr Pearson 52-62 20\_Fupar Fira 2 (sold) 21\_Mirador de Montserrat (under delivery) 22\_La Llum de Manresa 23\_C/Ramón Turró 24\_AD20 Barberá del Vallès 25\_La Sínia

26\_Parque Vall Paradis 27\_Castellar del Vallès 28\_Tetuán 29 Alcoholera Non Fully Permitted Residential

30\_Térmicas Sant Adrià 31\_La Seda - Papelera Commercial use

35. **MVC.** 

32\_La City 33\_Loinsa 34\_Cornellá 35\_Vilamarina

## Presence in Key Locations: Costa del Sol



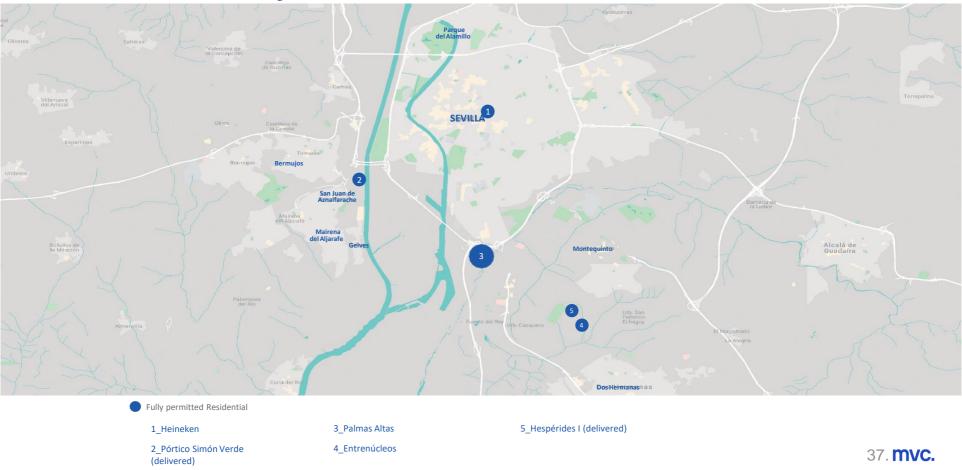
- 3\_Vélez Málaga
- 4 Residencial Citrea (delivered)
- 5 Málaga Towers / Halia (under delivery)
- 6 Nereidas/Alamar (under delivery) 7 Alhaurin de la Torre
- 10 Riva
- 11 Alto de los Monteros 12 Doraa Mar
- 13 Aqualina (under delivery)

- 17\_ Oceana Views (under delivery) 18 Oceana Collection 19 Symphony Suites 20 Atalaya Park
- 22\_ La Galera I (delivered)
- 22 La Galera II (under delivery)
- 25 Bahia de las Rocas
- 26 Villas Bahia Rocas (delivered)
- 27\_La Almachada, Mijas

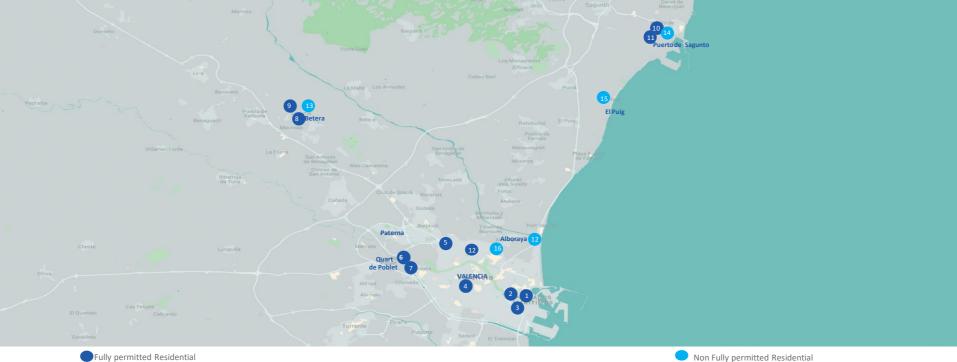
30 Artola II

- 14 Alborada 15\_ Le Mirage I y II
- (delivered)

## Presence in Key Locations: Sevilla



## Presence in Key Locations: Valencia



- Les Moreres Valencia:
- 1 Residencial Amura (under delivery)
- 2\_Residencial Avante
- 3\_Residencial Torre
- 4\_Patraix
- 5\_Valle Ayora

- 6\_Residencial Q-Quart
- y) 7\_Quart de Poblet
  - 8\_Birdie Residencial Golf
  - 9\_Bétera single-family:
    - Villas Calderona (delivered) / Aralia I,II
- 10\_Sagunto Puerto (multi-family): Residencial Opera (delivered) Residencial Aida f1 y f2
- 11\_Sagunto Puerto (single family): Residencial Vivaldi (delivered) Residencial Mozart (delivered) Residencial Beethoven
- 12 Agustín Lara
  - 12\_Vinival Alboraya 13\_Bétera R10, R11 y R12 14\_Sagunto SUNP-VI 15\_El Puig sector playa 16\_Benimaclet



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CORPORATE PRESENTATION. November 2022

Residencial Avante (Valencia)