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## **Agenda**

### **Table of Contents**

- 1. Executive summary
- 2. Business activity
- **3.** Corporate information
- 4. Appendices



### Metrovacesa

At a glance

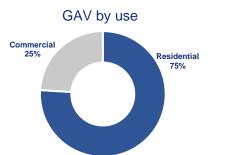
VISION Creating homes to improve our clients' lives

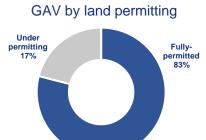
Peing the developer of choice for customers, employees, communities and shareholders

#1 homebuilding operator in Spain The largest land bank among developers:

**€2,566m** GAV Jun22

c.31.0k
residential units in land







Competitive strengths

#### Access to land

- ✓ In house land management team
- ✓ Higher cashflow conversion

#### Access to financing

- ✓ Low LTV ratio of 6.6%
- √ 89% of the debt is fixed or hedged with no significant maturities until 2026

### Operational flexibility

√ Varied client and segment profiles

**Growth visibility** 







# Mission and Vision

#### **MISSION**

**Creating homes to improve our clients' lives** 

#### **VISION**

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**

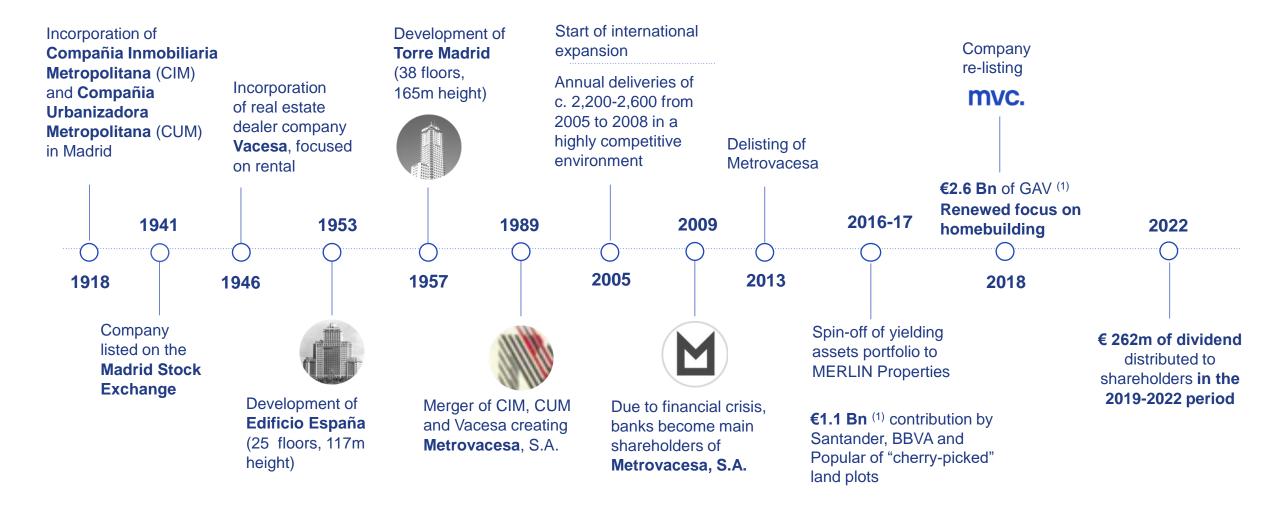
We make a difference by benefiting communities where we operate with urbanistic solutions that improve their day-to-day lives

### 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**

Reaffirming our long-term strategy

### Our long term targets...

- To reinforce our leading position as a housing developer in Spain
- To reach an activity volume of 2,500+ units annually
- To have an optimised land portfolio size of c. 6 years of residential activity
- Progressively reduce our exposure to commercial assets and become more focused on residential

### Our path to do it...

## Residential Development

Focus on our core business with a drive for quality, innovation and sustainability





### Land management

Expert in-house team to ensure access to quality land and to minimize acquisition need

#### Land sales

Aim to optimize portfolio size through the sale of selected non-core assets





#### **Commercial land**

Maximise value of current portfolio with an opportunistic approach through land sales, turnkeys or JVs

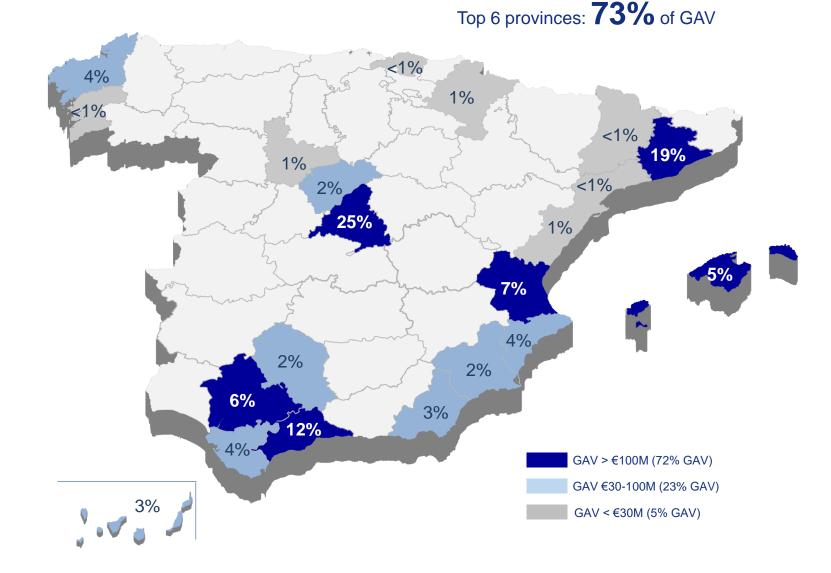
### Portfolio by provinces

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<br>permitted | Under<br>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 June 30th 2022

Active projects



Construction



Deliveries / Sales



Land portfolio



Financials

Sales Backlog (1)

**3,061** €916m

Sold units €299 k/unit ASP(2)

Under commercialization

**5,883** €315 k/unit ASP (2)

units 114 projects

Active units

**7,889** 145 active projects

units

**3,360** units under construction (3)

developments under construction

952 units delivered in the period

**€252** k/unit ASP (2)

980 units pre-sold (4) in the period

**€211** k/unit ASP (2)

€24.5m

**Land Sales** 

€5.8m in P&L revenues + €18.7m in binding contracts

c.31,000

Resi units in land bank

€268m

Total cash

€169m

Net debt

6.6% LTV ratio

€15.52

NAV p.s.

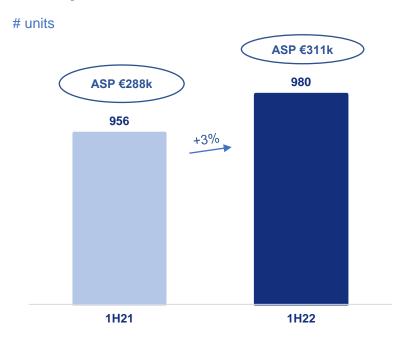
#### Notes:

- (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

### **Pre-sales**

980 net pre-sales in 1H22

### 1H22 pre-sales: 980 units



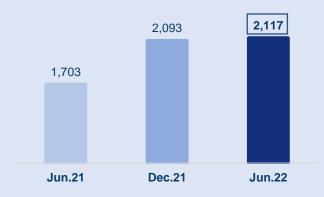
#### **Demand and absorption ratios**

- Some slowdown in housing demand in 2Q vs previous quarters: 412 presales in 2Q and 568 in 1Q
- Monthly absorption ratios stood at 5.8% in 1H (on unsold units) or 2.8% (on total project units). In both cases ratios stood above the historical average

### Increase in selling prices

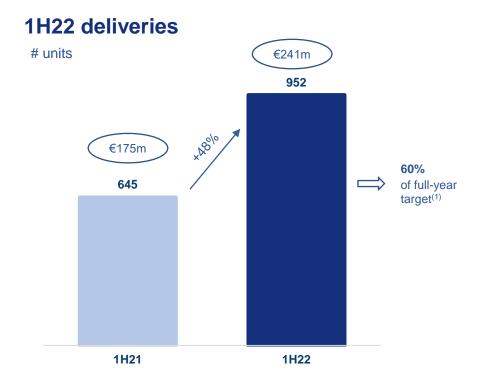
- Avg. selling price €311k per unit, up 8% YoY
- A combination of change in product mix as well as an acceleration in price rises
- Implementing price rises of between 4% and 10% in selected projects

## **Last 12M presales** support future deliveries # units



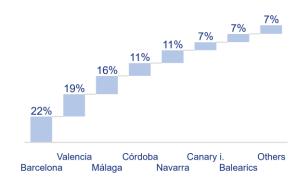
### Residential deliveries

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



#### **Deliveries by province 1H22**

% of total units



#### **Details on 1H deliveries**

- 540 units in 1Q and 412 units in 2Q
- ASP of €252k per unit in 1H deliveries
   ✓ Due to product mix, ASP will be higher in 2H
- Gross margin of 21.0% in 1H (22.0% in 2Q), in line with guidance

## Strong visibility on full-year deliveries

- Execution: nearly 100% of construction works completed to meet the FY2022 target deliveries
- Sales coverage: 93% of 2022 target is already pre-sold or delivered

### **Operational activity**

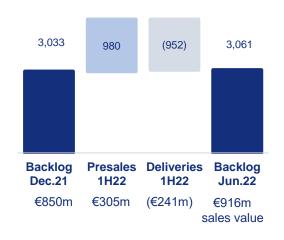
Providing high visibility for the next few years

### **Pre-sales backlog**

3,061 units in sales backlog

- Avg. unit price (ASP): €299k (+6.7% vs. Dec.21)
- 72% contracts / 28% reservations
- Strong sales coverage: 93% on 2022 and >70% on 2023

#### **Backlog evolution in # units:**



### Units under construction or completed



- Works execution without significant disruptions: 759 units completed construction in 1H
- Due to higher construction costs, several projects will start construction in 2H instead of 1H
- 305 units started construction in 1H and 1,336 units already have a building license, ready to begin works

### Units in commercialization



- New commercial launches: 1.390 units in 1H22
- 114 projects in commercialization
- 52% is already presold

#### **Split by province:**



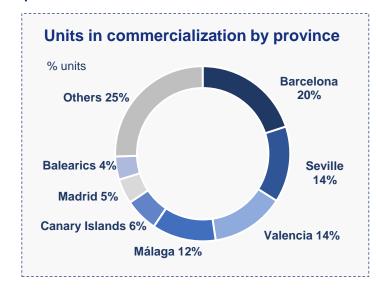
### **Active units**



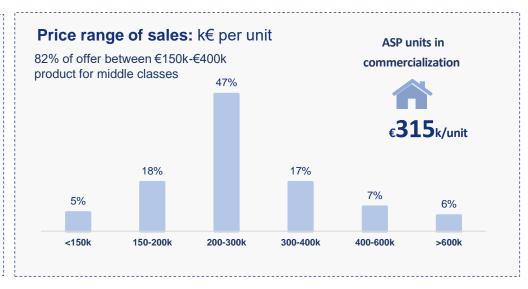
- New active launches:
   1.280 units in 1H22
- 2,006 units in design phase, to initiate commercialisation soon

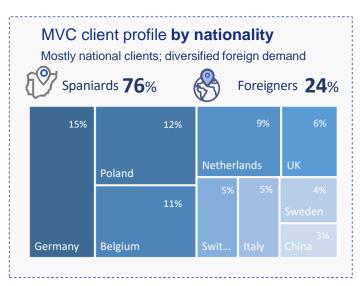
### **Client profile**

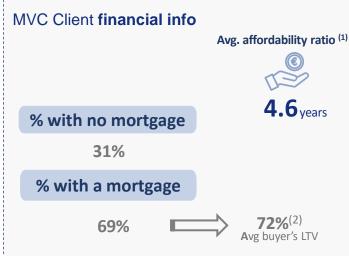
Location, price, age, motivation and financing

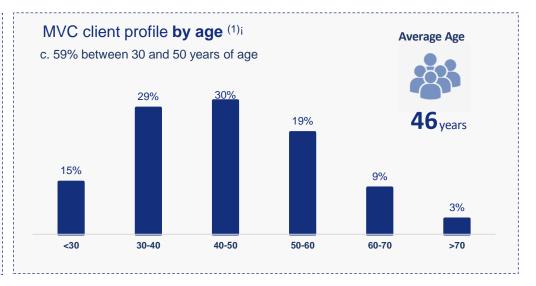












### **Land activity**

Progress on land sales and management

#### Land sales in 1H 2022

€24.5m sales signed

€5.8m in P&L revenues

- Residential use and non-core land (87 units)
- Several small-size plots with limited interest for own developments
- · Sale prices close to book value
- · Locations: Alicante, Barcelona, Cádiz and Córdoba

€18.7m

in binding contracts

- Includes both residential and commercial land uses.
- · Deal flow starting to materialise on commercial land
- Binding contracts imply partial cash prepayments, and a commitment to formalise at a later date, some of them by the end of 2022

### Land management progress in 1H

#### Palmas Altas / Isla Natura (Seville)



- 2,000 units, fully permitted
- Urbanisation works ongoing and recent approval of the South access
- · Already received building license for the first few residential buildings

Los Cerros (Madrid city)



- 1,600 units, NFP
- · Final approval of urbanisation plan. Urbanisation works to start in 2H

#### Mesena (Madrid city)



- · 160 units, fully permitted
- · Final approval of detailed study, now FP ready to build
- · Project launched already in 2Q

### Land transformed to fully permitted in 1H

Agustín Lara (Valencia), 133 units



Vaqueros La Estrecha (Oviedo), 176 units



### **Commercial segment**

Deal progress in 1H

### **Puerto Somport (Madrid)**

#### New lease of 5,200 sqm office space:

- With a multinational company, on a long-term lease contract
- On-going negotiations with other potential tenants for the rest of the 20,000 sqm building
- A LEED-Platinum building in Las Tablas district in Madrid (24% owned by MVC)
- MVC owns land for two additional phases



### **Monteburgos 2 (Madrid)**

### **MB2 turnkey project**

- Construction progresses on plan: 75% executed
- Delivery planned for 4Q 2022 to the final buyer



### Oria (Madrid)

#### Deal with VITA to develop a large student residence:

- · Joint development of a student residence building
  - MVC contributes with the land site and its expertise on property development projects
  - VITA contributes with the financing and its know-how in student accommodation
- VITA will become 100% owner of the property at completion, expected in 2025
- 20,100 sqm, 588 studio apartments and outstanding amenities such as swimming pool, gym and lounges
- Location: at the ORIA Innovation Campus in Madrid, next to the former Clesa factory, with direct access to a train station



### **New land assets sales**

- A binding contract signed in 1H for the sale of a commercial land asset in Palma de Mallorca for retail use (19,000 sqm)
- Ongoing negotiations on additional land sales for the 2H22

### **Oria Innovation Campus**

Next to the former Clesa factory

- Oria is MVC's largest commercial development project, with 89,000 sqm of mixed uses and a total estimated investment of €330m
- Located in Madrid, next to the former Clesa factory. An attractive location, close to two major hospitals (Ramón y Cajal and La Paz) and connections by public transport
- Intended to become hub for biotech, pharma and technology activities
- It will consist of 4 buildings:
  - One office tower with 25 floors and 40,000 sqm
  - A second office building with 6,000 sqm
  - A student residence with 20,100 sqm
  - A hospitality building with 22,000 sqm
- Following the deal signed with VITA, MVC is exploring alternatives for the other 3 buildings with potential investors
- To start construction of the four buildings along 2023



### **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 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

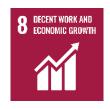


### **ESG24 OBJECTIVE**

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**



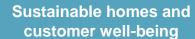




Strategic objectives of Metrovacesa

**Neutrality and climate adaptation** 

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



The best talent for business

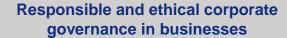
Be **recognized** as a **reference employer** and preferred company to work for



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



**ESG** leadership and reputation management

Being recognized in the top 10 of the best companies in the world in our sector in terms of ESG

Sustainable business model

**100% of activities considered sustainable** (EU Taxonomy)

### **Sustainability and ESG**

Progress on our ESG commitments in 1H22



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



- 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)

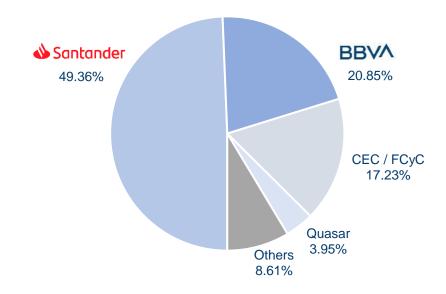


Percebeiras (A Coruña)

### **Update on shareholding structure**

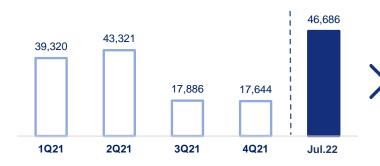
CEC-FCyC has a 17.23% in MVC after the partial bid(1)

### **Current Shareholder Structure**



#### Average daily trading volume

# shares



- Post-bid trading volume is higher than during the year 2021
- Share buyback (2): has been put on hold since the start of the bid

### Partial public bid completed in June



## Best-in-class corporate governance

### Metrovacesa

meets the best practices in Corporate Governance for listed companies, on:

- Board composition
- Remuneration
- Shareholder relations
- Accountability and Audit

Proprietary CEO and Chairman Independent

## **Board of Directors**

### Most relevant positions

| Ignacio Moreno         | External    | Non exec. Chairman. Director at Telefónica & Roadis Transportation Holding |
|------------------------|-------------|--|
| Jorge Pérez de Leza    | Executive   | CEO  |
| Javier García-Carranza | Proprietary | Executive VP at Santander, Chairman of Merlin Properties                   |
| Carlos Manzano         | Proprietary | Head of Industrial Holding at Banco Santander                              |
| Ana Bolado Valle       | Proprietary | Director at Unicaja and Colonial. Formerly Sr. Manager at Santander        |
| Mariano Olmeda         | Proprietary | Vice Chairman. Director at CESCE. Formerly Sr. Manager at Santander        |
| Cesáreo Rey-Baltar     | Proprietary | Director of Real Estate Equity Holdings at BBVA                            |
| Enrique Migoya Peláez  | Proprietary | Managing Director of Strategy and M&A Equity Holdings at BBVA              |
| Beatriz Puente Emma    | Independent | CFO at Siemens-Gamesa. Formerly, CFO at NH Hoteles, AENA and Vocento       |
| Fernández (1) Vicente  | Independent | Director at Grupo Ezentis. Formerly, Sr. Manager at Indra                  |
| Moreno                 | Independent | Director at Banca March. Formerly, CEO of Accenture Spain                  |
| Azucena Viñuela (2)    | Independent | Head of Internal Audit at EDP  |

#### 33% of the Board members are women

## **Board Committees**

#### Audit committee

- •Size: 3 members, all of which are independent
- •Committee chairman is an independent director

## Appointments, Remuneration & Sustainability Committee

- Size: 4 members, 2 of which are independent
- Committee chairman is an independent director

**Presidents of both Committees are women** 

#### Notes:

<sup>(1)</sup> President of the Appointments & Remuneration committee

## Well-established platform

in place to ensure a successful execution

### Highly experienced and well dimensioned team (1)

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

Number of years of experience in the industry

### **Management committee**



Jorge Pérez de Leza CEO



Borja Tejada **CFO** 



Eduardo Carreño Head of Residential Operations



Pilar Martin Head of Legal



Miguel. A. Melero Head of People, Processes and Technology



Raquel Bueno Corporate Development



Miguel Diaz Head of Land



**Enrique Gracia** Head of Commercial



Carmen Chicharro Head of Sales, Innovation & Marketing



Juan Carlos Calvo Strategy & Investor Relations

### **Regional structure**

#### **NORTH / CENTRAL**



Luis Miguel Pascual 15 employees 4 project managers

#### **WEST ANDALUCIA**



Antonio Gil 14 employees 4 project managers

#### **COSTA DEL SOL**



Lorenzo Santana 18 employees 6 project managers

### **LEVANTE**



Pablo Andreu 12 employees 4 project managers

### **CATALONIA**



Jesús Osorio 16 employees 5 project managers

**TECHNICAL Dtor.** 



Alfonso Menéndez-Pidal 28 employees

### **Corporate financing**

Corporate and developer loans

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

### **Corporate Ioan**

•Total amount: €260m

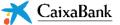
•Initial cost: 3.35%

•Maturity: 5 years, until June 2026

- •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

### BBVA



















### **Development** loans

- •Residential: Developer loan for up to 100% of hard and soft costs
- •Commercial: Developer loan for up to 100% of hard and soft costs
- A development loan is signed for each project
- No land financing
- Project financing granted by main Spanish entities, 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</li> 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

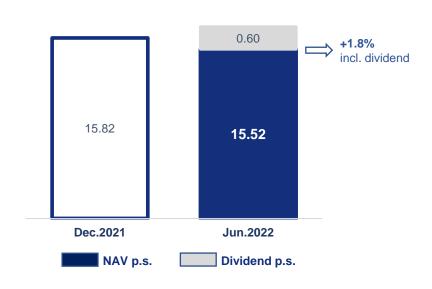
### **Asset appraisal**

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



- +3.2% residential use
- +0.9% commercial uses

### **Net Asset Value, €/sh**





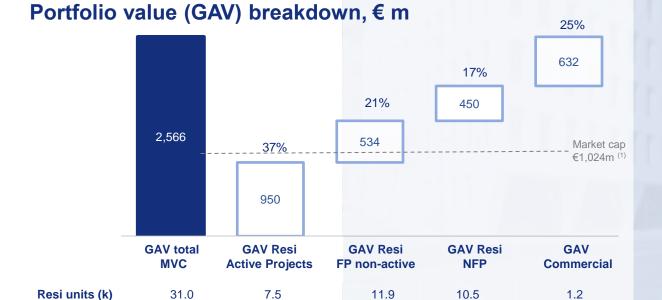
GAV €/sqm

**Ratio GAV to GDV** 

495

22%

- 75% residential
- 25% commercial



356

18%

233

11%

1,049

39%

#### Notes:

- 1) Based on the stock price as of July 27th, 2022
- (2) Calculated on the Commercial FP land, which accounts for 97% of the commercial portfolio

816(2)

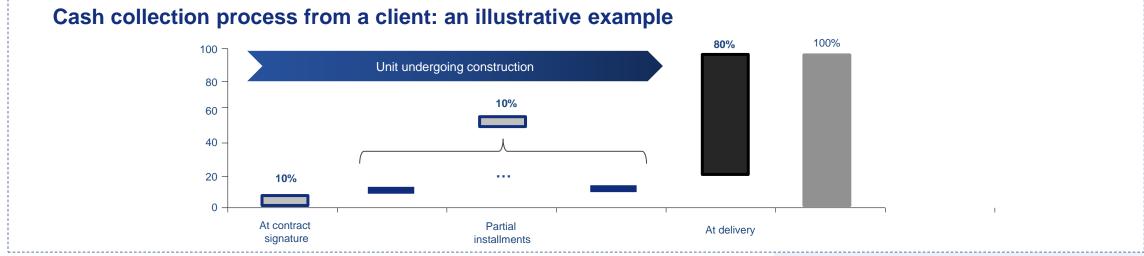
32%



### **Project cycles**

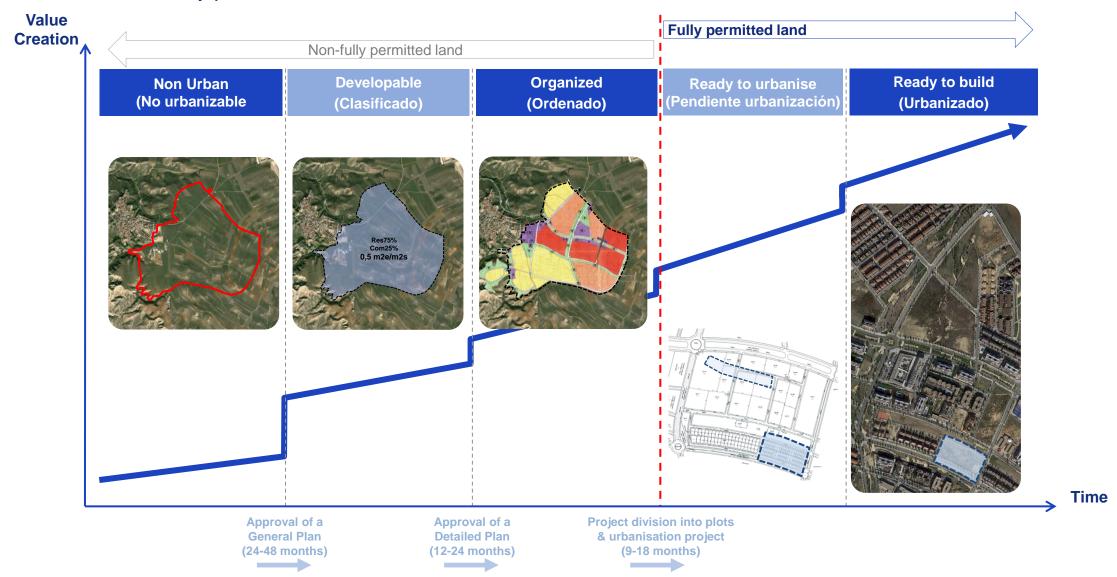
development project & land transformation





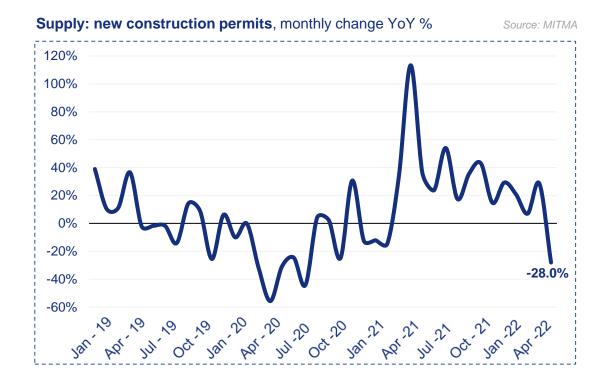
### **Urban land process:**

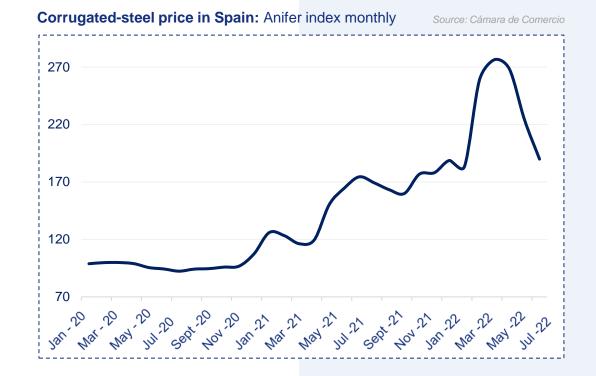
from non urban to fully permitted



### **Spanish market dynamics (1/2)**

Construction costs stabilizing





### **Drop in construction starts**

- 28% YoY decline in April's data for new construction permits
- Many projects are postponing their start due to higher construction costs

### Lower pressure on construction costs

- · Key raw material prices are starting to correct, following steep rises in previous months
- Normalisation in the construction tendering process, with less volatility

#### **MVC's situation:**

- · No material disruptions in the timing of on-going construction works
- · Postponement of some construction starts, we expect to catch-up during 2H

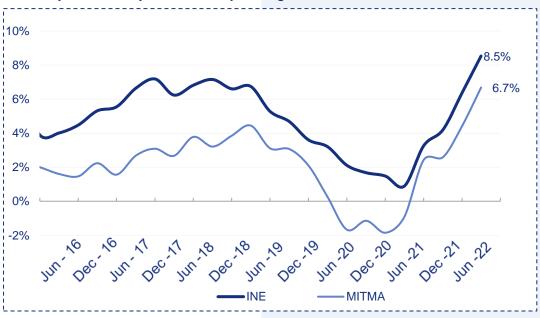
### **Spanish market dynamics (2/2)**

Positive sectors stats, but deceleration in recent months

Demand: number of housing transactions, 3m rolling # units



House prices in Spain: monthly change YoY %



### Some risks potentially affecting demand

- · Despite positive recent sector stats on demand and prices, the market has become less buoyant throughout 2Q
- New risks: rise in inflation and mortgage rates, and macro slowdown

### **Supply-demand still positive**

 The outlook for new housing remains favourable, due to positive demographics, the buyers' preference for new housing, and the limited supply in construction

#### MVC's view:

- We continue to expect positive HPA in the Spanish housing market this year
- · No change in plans: gross margin expected in low-20s and new launches 2.0k to 2.5k units annually

### **Metrovacesa**

Project examples

Sunrise Heights (Manilva, Málaga)



Illa Natura (Terrassa, Barcelona)



Jardins de Llevant (Palma de Mallorca)



Meissa 28 (Málaga)



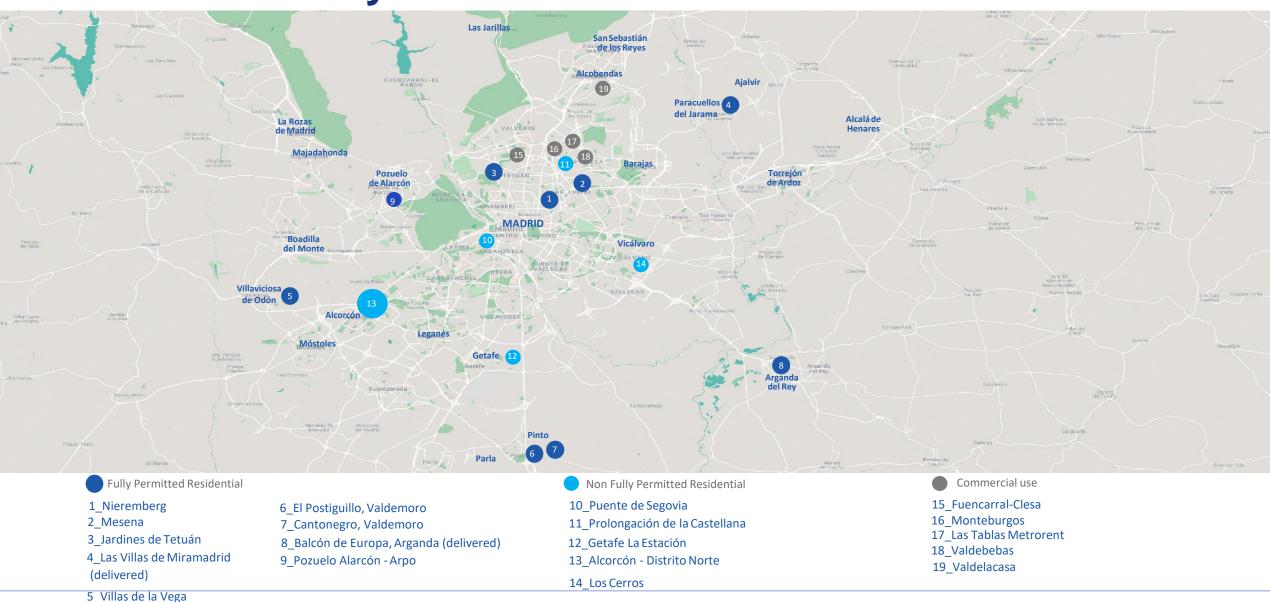
Adhara 42 (Málaga)



Terrazas de Poniente Sur (Córdoba)



## Presence in Key Locations: Madrid



## Presence in Key Locations: Barcelona

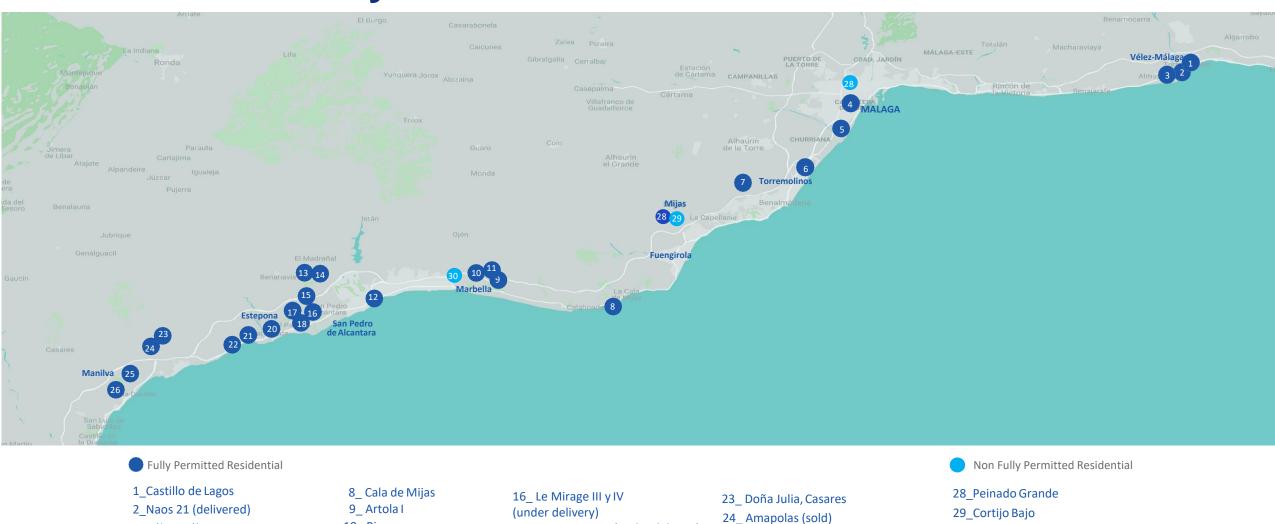
(under delivery)



24 AD20 Barberá del Vallès

25\_La Sínia

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

17 Oceana Views (under delivery)

25 Bahia de las Rocas

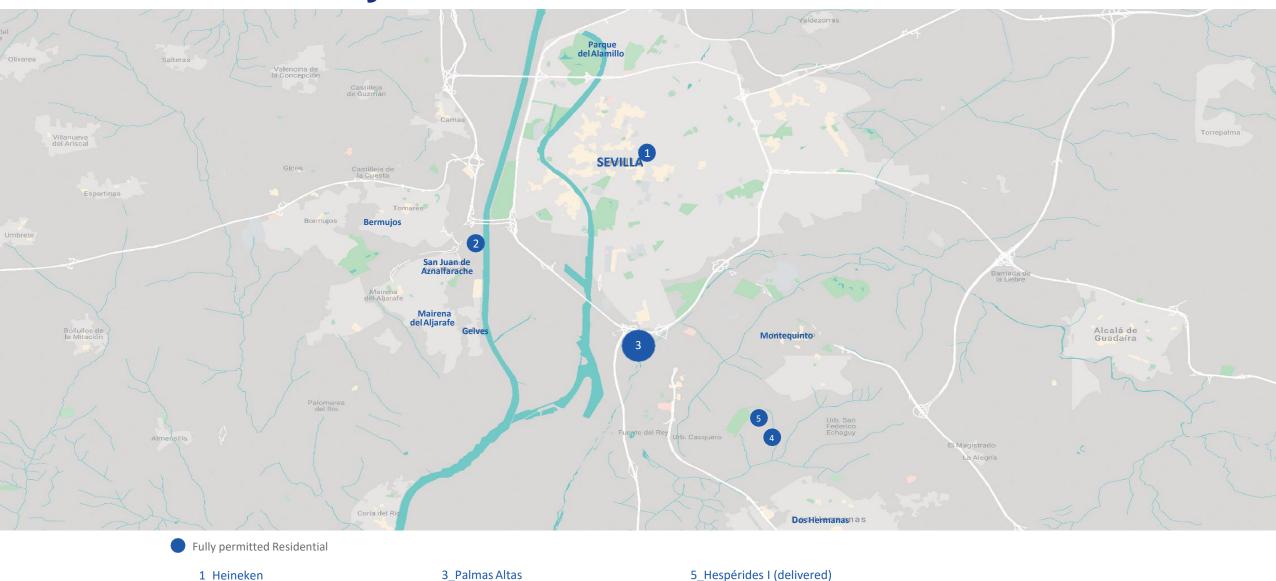
27 La Almachada, Mijas

26\_ Villas Bahia Rocas (delivered)

- 18 Oceana Collection
- 19 Symphony Suites
- 20 Atalaya Park
- 22 La Galera I (delivered)
- 22 La Galera II (under delivery)

- 29\_Cortijo Bajo
- 30 Artola II

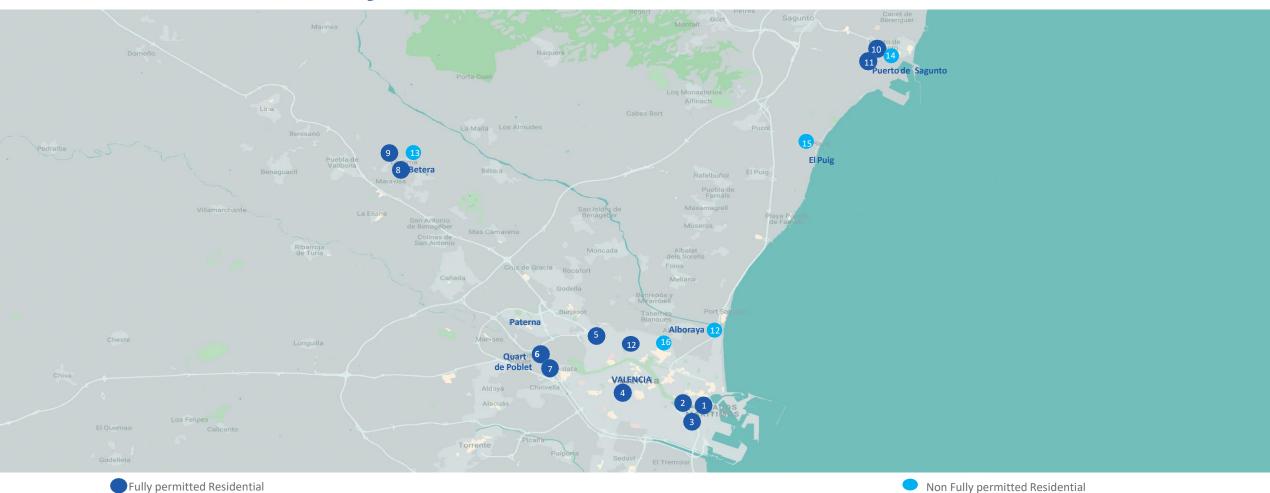
## Presence in Key Locations: Sevilla



2\_Pórtico Simón Verde (delivered)

4\_Entrenúcleos

## 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

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 Vinival – Alboraya

12 Agustín Lara

13\_Bétera R10, R11 y R12

14 Sagunto SUNP-VI

15\_El Puig sector playa

16 Benimaclet

