



H1FY22

April 2021 - September 2021

FINANCIAL RESULTS PRESENTATION





KEY HIGHLIGHTS

HIGHLIGHTS

MAIN KPI's PERFORMANCE



FINANCIAL PERFORMANCE

- GAV of €976 million at September 2021 (1.6% revaluation over March 2021). Accumulated GAV adjustment of -2.6% from September 2019 due to the Covid-19 impact.
- Like for Like GRI of €29.4 million with a growth of 97%, getting back to pre-covid levels.
- EPRA NTA of €518 million or €6.00 per share (+3.5% vs March 2021)
- Net LTV of 46.84% (- 5.7% at March 2021) at an all-in cost of 2.44% per annum and an average maturity of 4 years



OPERATIONAL PERFORMANCE

- Capex investments of c. €14.7 million in H1FY22 in value added projects.
- Occupancy stabilised at 97.1% at 30 September 2021
- 94 new leases signed (renewals and new lease agreements) generating additional new rent signed of c.€4.5 million



VALUE CREATION

- Repositioning projects are already completed. 100% of target rent already achieved with room to improve.
- Los Arcos phase II in progress to foster the leisure and F&B area of the Centre.
- Disposal of Konecta Office Buildings generating a profit circa €4 million.
- Castellana receives the EPRA GOLD AWARD in its third year of operation
- 100% of the Company's Shopping centers are now BREEAM certified, improving grades from last certification.





OPERATIONAL



16
ASSETS

350,271 sqm
GLA

97.1 %
OCCUPANCY

13.4 years
WAULT

95.6 %
RENT
COLLECTION



FINANCIAL



€29m
GRI⁽¹⁾

€23m
EBITDA⁽¹⁾

€16.9m
NET PROFIT⁽²⁾

€457m
NET DEBT⁽³⁾

2.44%
ALL-IN COST

46.84 %
NET LTV⁽⁴⁾



CORPORATE



€976m
GAV

1.6 %
H1FY22
VALUE
RECOVERY⁽⁵⁾

(2.6 %)
ACCUMULATED
COVID-19 VALUE
EFFECT⁽⁶⁾

€518m
EPRA NTA

6.00 €/share
EPRA NTA
PER SHARE



(1) Excluding non-recurring income and expenses during H1FY22 (April 2021 to September 2021)

(2) Net profit including temporary discounts agreed with tenants amounting to €1.1m

(3) Net Debt calculated excluding restricted Cash and including €17.5m debt with related parties

(4) Net LTV calculated considering Nominal Debt excluding MTM of Derivatives excluding restricted Cash and including €17.5m debt with related parties

(5) Versus March 2021 valuation of investment properties €987m excluding Konecta Office Buildings valuation

(6) Considering total Covid-19 effect versus September 2019 valuation of investment properties €1.028b excluding Konecta Office Buildings valuation



BAHIA SUR



OPERATIONAL HIGHLIGHTS

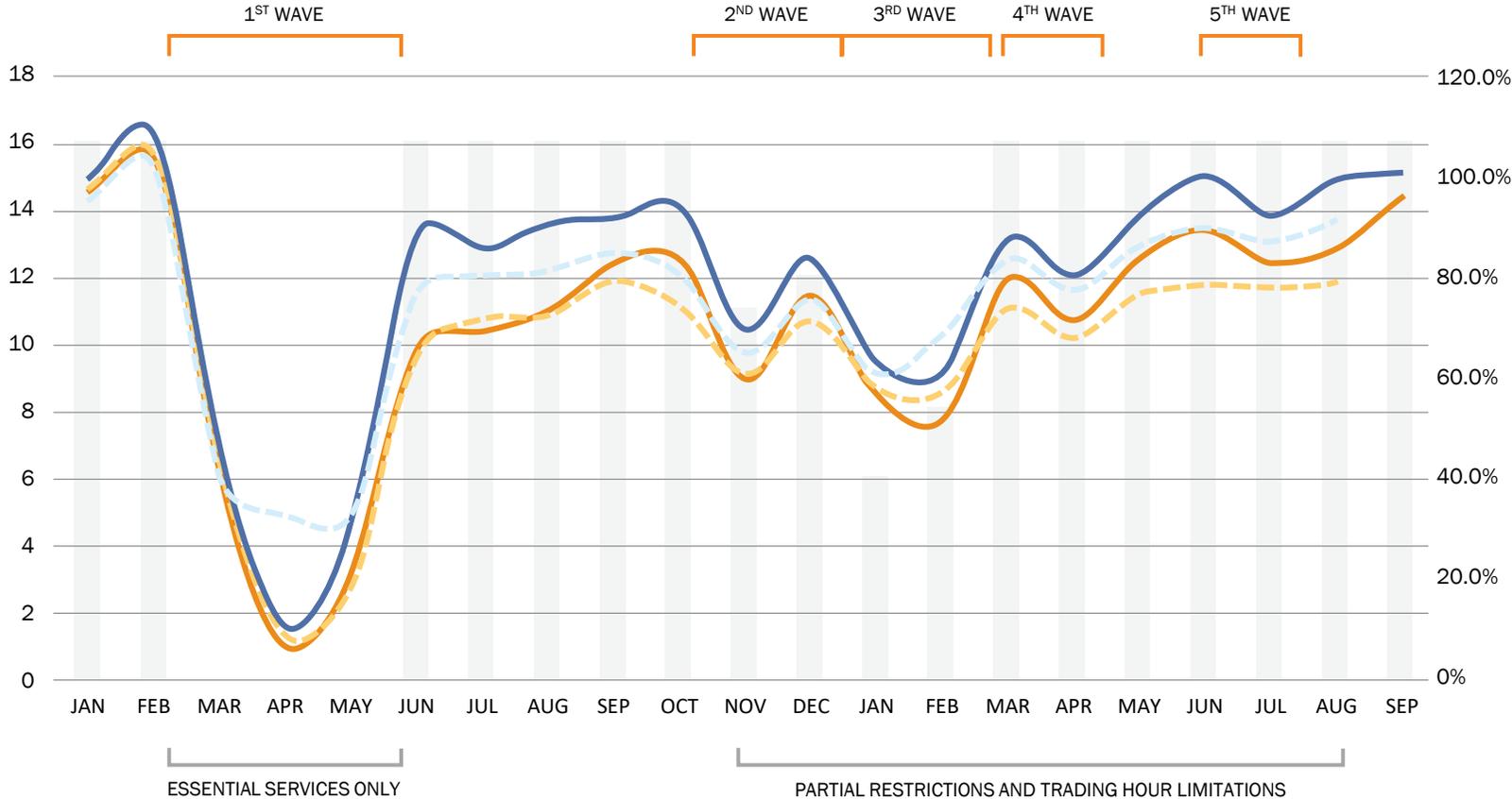
FOOTFALL & SALES RECOVERY

SALES PERFORMANCE PER TENANT CATEGORY

CUSTOMER TRENDS

DISPOSAL OFFICE PORTFOLIO

FOOTFALL AND SALES HAVE RETURNED TO PRE-COVID LEVELS CONSOLIDATING THE RECOVERY



- **Sales** continue to strengthen and **surpassed 100% of 2019 level** in June and September 2021. Both retail parks and shopping centres are above 2019 sales levels.
- **Footfall recovered up to 96.4% of 2019 levels** in September 2021, the highest level since March 2020. Over the past 18 months the pandemic waves have affected the performance of the portfolio, however strong growth was evident once restrictions were relaxed.
- **Excellent performance of Castellana’s portfolio, always above the benchmark** when the shopping centres were opened.

1) Footfall Data includes the following shopping centres: El Faro, Bahía Sur, Los Arcos, Vallsur, Habaneras, Puerta Europa and Granaíta Retail Park. There are no counters in the rest of the retail park assets. Granaíta Retail Park counts only cars so we have estimated 2 people on average per car. Sales data includes all retail assets. Footfall & Sales numbers in 2021 and 2020 are compared with same period in 2019.

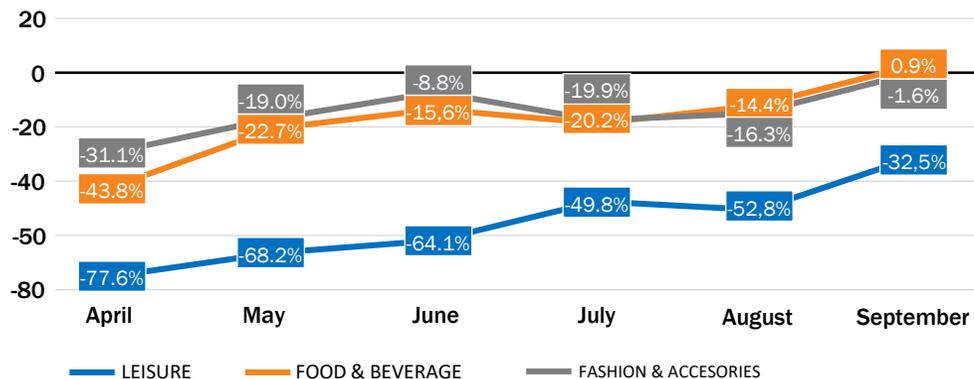
2) Benchmark: AECC data

N° of Assets open and without highly restricted mobility
— Sales Recovery Castellana (1) — Footfall Recovery Castellana (1)
- - - Sales Recovery Benchmark (2) - - - Footfall Recovery Benchmark (2)

SALES PERFORMANCE PER TENANT CATEGORY

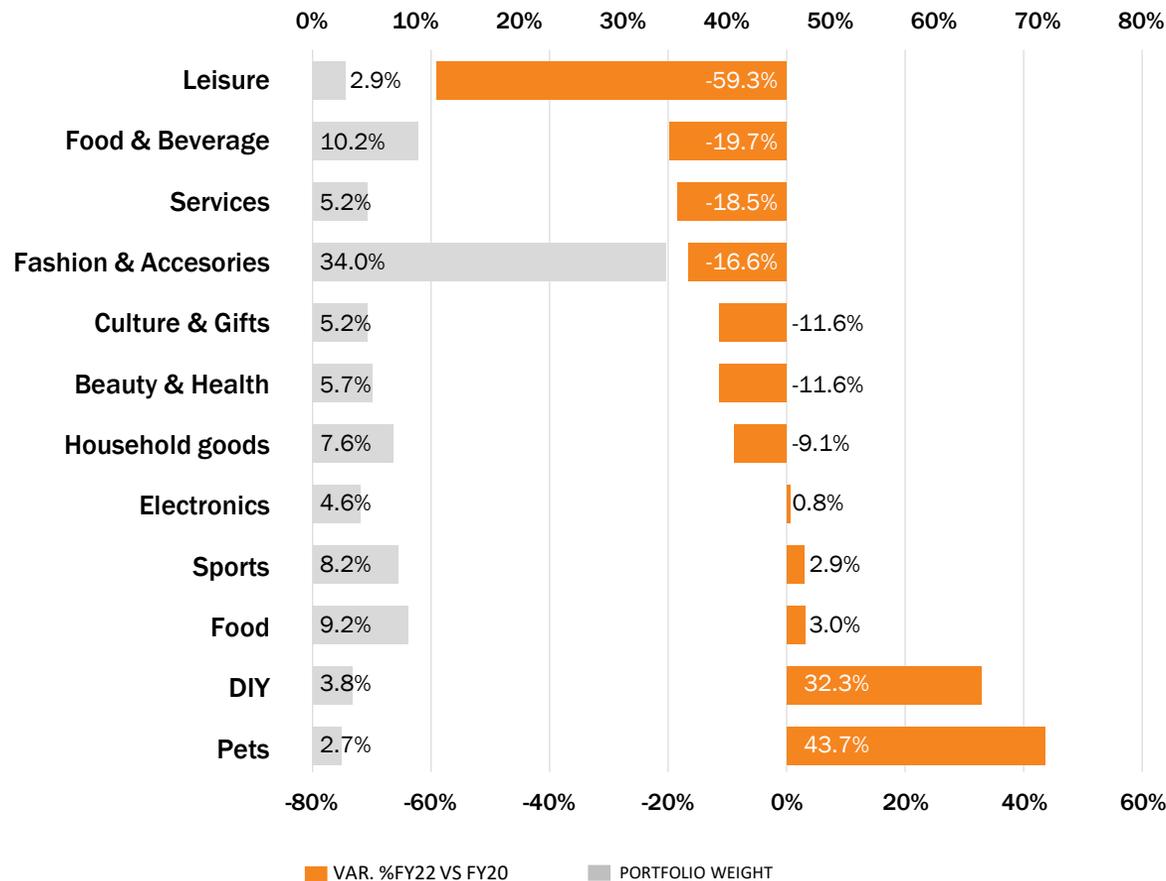
LIKE-FOR-LIKE SALES CONTINUE TO RECOVER ACROSS MOST RETAIL SECTORS

- By the end of September 2021, the accumulated portfolio sales for FY2022 reached 94.5% of the levels achieved in the last comparable financial year, FY2020.
- Once restrictions disappeared, Leisure and F&B, the most affected sectors in terms of restrictions, recovered sales month by month and it is expected that pre-covid levels are to be achieved in the coming weeks. Only in the last 6 months, they have recovered more than 40 pts.



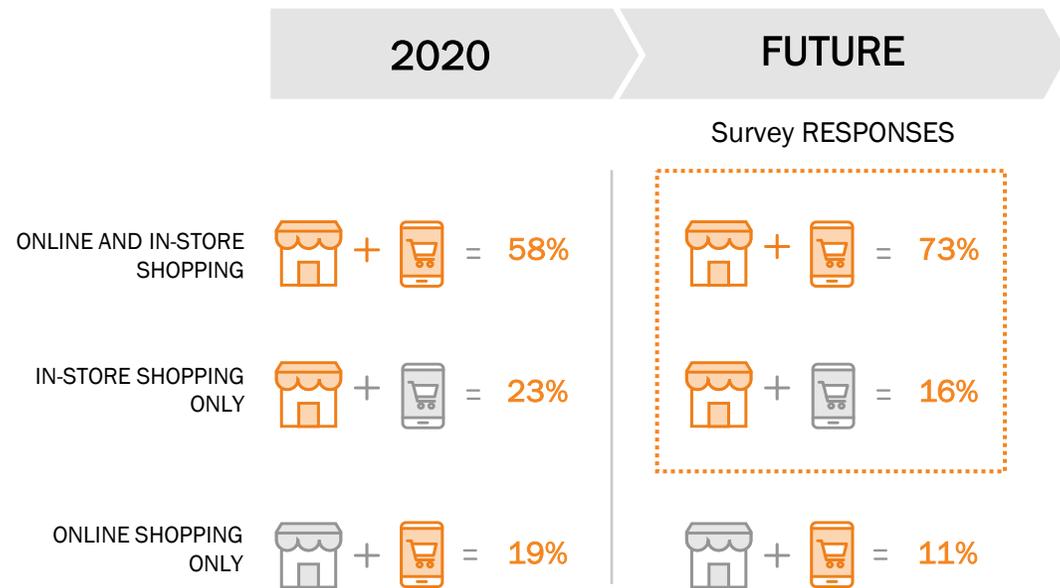
- Main international restaurant chains have restarted their expansion campaigns strongly after the good recovery lived in the last months
- Fashion & Accessories, reached also 98.4% of 2019 level in September 2021 with a very encouraging Black Friday and Christmas Campaign

YTD LIKE-FOR-LIKE SALES – APR-SEP 2021 VS APR-SEP 2019



OMNICHANNEL EXPERIENCE IS VITAL FOR CUSTOMERS

- The number of people who declare shopping on-off has increased over last months which reinforces the omnichannel approach of customers and confirms our vision of the future of retail. Shoppers may start exploring on one channel and move to another as a progress of their purchasing journey
- Number of exclusive online shoppers decline 8 points



- The experience shoppers get from physical stores cannot be replicated online. Brick and mortar offers 3 important advantages as testing the product before shopping, taking the product immediately and direct contact with the product.

WHAT DOES THE PHYSICAL STORE OFFER?



CASTELLANA BECOMES A 100% RETAIL SOCIMI

KEY DIVESTMENT HIGHLIGHTS

ATTRACTIVE PRICING

Significant premium to original purchase price c.€4M.

NON-CORE ASSET

Castellana becomes 100% retail SOCIMI.

The sale of the Konecta Office Buildings portfolio **INCREASES AVAILABLE CASH** in Castellana, offering flexibility in management of the balance sheet or the pursuit of new opportunities



JUNE 2021

Exit Date

€26.5m

Selling Price

5 YEARS

Investment Term

+18%

Premium to Acquisition Price

+1%

Premium to GAV

2.09x

Money Multiple



ALCOBENDAS (MADRID)

GLA 15,659 sqm (69% owned)



BOLLULLOS (SEVILLE)

GLA 5,698 sqm (100% owned)



H1FY22 FINANCIAL RESULTS

CONSOLIDATED INCOME STATEMENT

FINANCIAL DEBT POSITION

GRI BRIDGE AND BREAKDOWN

GAV BRIDGE AND BREAKDOWN

€ thousand	H1FY22	H1FY21 ⁽⁴⁾
Gross rental income (GRI)	29,429	29,940
Property operating expenses	(2,367)	(2,447)
Net operating Income (NOI)	27,062	27,493
Overheads	(3,959)	(3,533)
Wages & salaries	(2,515)	(2,366)
Other selling & administrative expenses	(1,444)	(1,167)
Operating income (EBITDA)	23,103	23,960
Amortization & provisions	(10)	(7)
EBIT	23,093	23,953
Net financial charges	(6,641)	(6,322)
Tax	-	-
Underlying net profit	16,452	17,631
Change in fair value of assets	927	(21,195)
Other income and expenses	(419)	(15,314)
Reported net result	16,960	(18,878)
EPRA Earnings	16,033	2,317
FFO	16,043	2,324
Reported EPS (€)⁽²⁾	0.20	(0.22)
Recurring EPS (€)⁽²⁾	0.20	0.20

FINANCIAL PERFORMANCE

- Total **recorded Group GRI**, excluding income related to the portfolio operating expenses recoverable from tenants, **stands at €29.4 million** (excluding temporary rental discounts agreed with tenants amounting to €1.1 million). Main difference versus H1FY21 regarding Konecta Office Buildings sale in June 2021 (€0.6m).
- **NOI amounted to €27 million for H1FY22**. On a like-for-like basis and comparing with pre-covid levels (H1FY20) NOI increased by 2.64%. NOI margin remains at 92% in line with previous period despite the pandemic, primarily driven by management excellence.
- Total **overheads** for the 6-month period ended 30 September 2021 amounted to **€4.0 million**. Total overheads account for **0.8% of GAV**, in line with previous period.
- **Net financial charges stands at €6.6 million**. Overall, total **Group gross debt amounts to €507 million** with a **Net LTV of 46.84%**. All-in cost of 2.44%.
- **Increase in fair value of the investment properties** according to independent valuations. The revaluation 1.6%⁽³⁾ reveal the Covid-19 stabilization over a resilient portfolio of dominant assets. Total GAV accumulated decrease of 2.6%⁽⁴⁾ from 30 September 2019 excluding Konecta Office Buildings valuation.
- Overall, the **Group consolidated net result for 6-month period ended 30 September 2021 amounts to €17 million**, including (€0.9m) of changes in Fair Value based on IFRS accounting principles.
- Adjusted for non-recurring income and expense items, **EPRA earnings were €16.0 million**, and the Group's **Funds from Operations (FFO) amounted to €16.0 million**. Both **EPRA Earnings and FFO per share stood at €0.20**.

(1) H1FY21 figures include one-off rental discounts due to Covid-19 amounting to €14.7m as non-recurring

(2) Average number of shares outstanding in H1FY21 86,271,047 shares and shares for H1FY22 86,271,047 shares

(3) Versus March 2021 valuation of investment properties €987m excluding Konecta Office Buildings valuation

(4) Considering total Covid-19 effect versus September 2019 valuation of investment properties €1.028b excluding Konecta Office Buildings valuation

FINANCIAL DEBT POSITION

€ million	30/09/2021	31/03/2021
Gross Asset Value (GAV)	976.5	987.2
Gross Debt ⁽¹⁾	506.6	520.2
Cash	52.8	33.5
Net Debt ⁽¹⁾⁽³⁾	457.4	490.5

Metrics

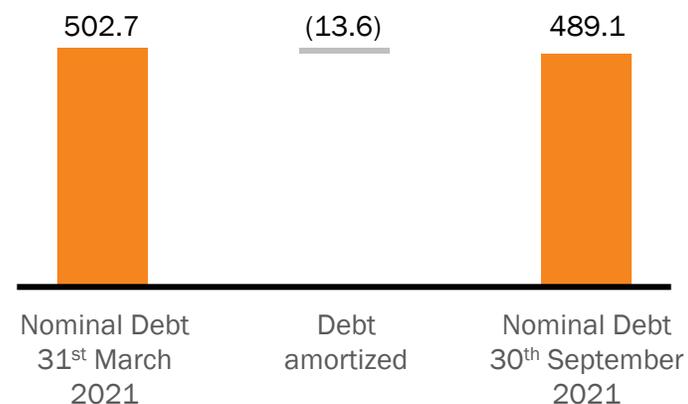
Gross LTV ⁽²⁾	51.88%	52.70%
Net LTV ⁽³⁾	46.84%	49.69%
Hedging debt	81.89%	88.39%
All-in cost ⁽⁴⁾	2.44%	2.39%
Average maturity	4 years	4 years

Stress test

Gross ICR	4.73 times	2.72 times
Transactional ICR Covenant Level	1.15 times	1.15 times
ICR stress level margin (%)	64.44%	45.90%
ICR stress level amount (€m)	34.54	15.28
Gross LTV ⁽⁵⁾	50.09%	50.92%
Transactional LTV Covenant Level	65.00%	65.00%
LTV stress level margin (%)	22.94%	21.66%
LTV stress level amount (€m)	223.99	213.80

- (1) Nominal debt includes €17.5m debt with related parties
 (2) Gross LTV calculated considering Nominal Debt excluding MTM of Derivatives
 (3) Net LTV calculated considering Nominal Debt excluding MTM of Derivatives and excluding restricted Cash
 (4) Considering all interest, commissions & fees, IRS and all the financing transaction costs
 (5) Excluding €17.5m debt with related parties
 (6) Considering the merger between Unicaja Banco and Liberbank

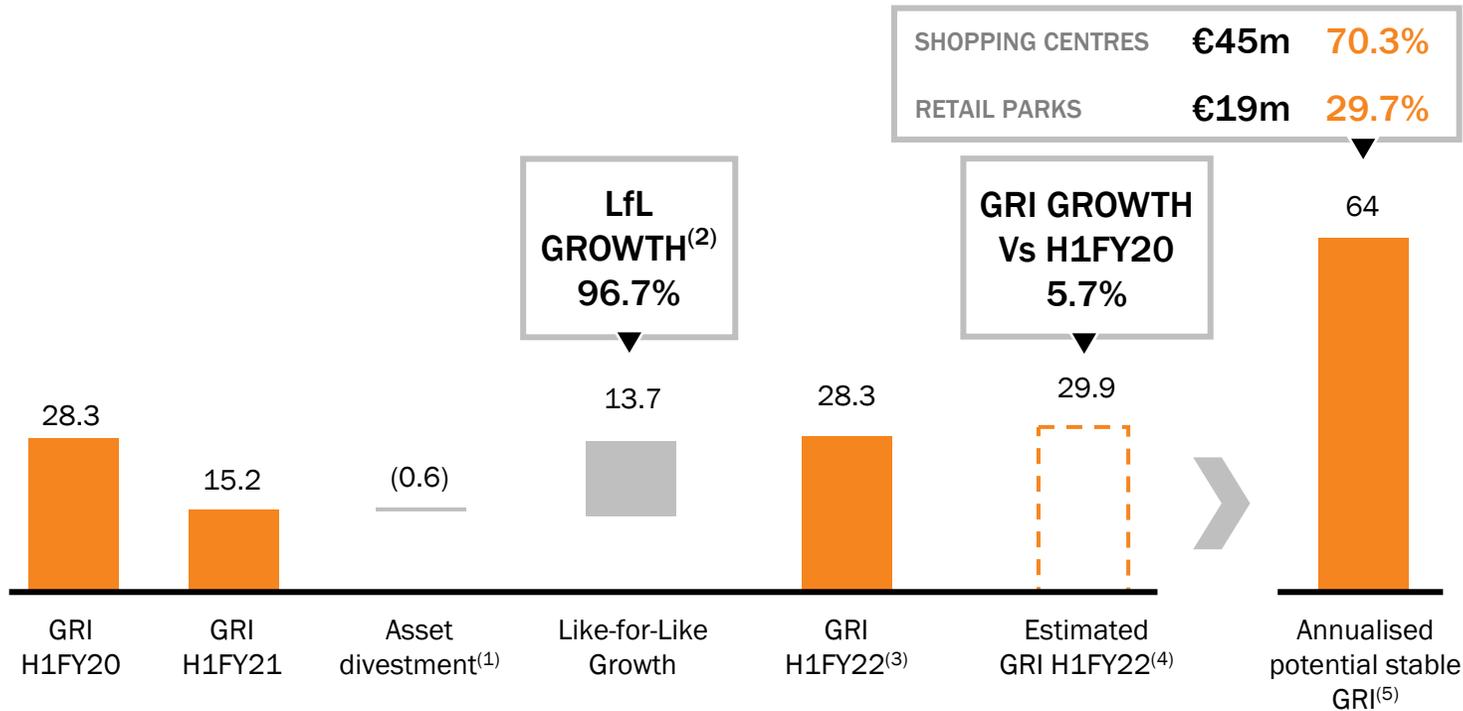
Syndicated Loan debt amortized by €13.4m regarding Konecta Office Buildings sale



GRI BRIDGE AND BREAKDOWN

LIFE-FOR-LIKE⁽²⁾ GROWTH OF 97% RECOVERING GRI AFFECTED BY COVID-19 IN H1FY21

HEADLINE GRI HAS GROWN 5.7%⁽⁴⁾ VS PRE-COVID LEVELS

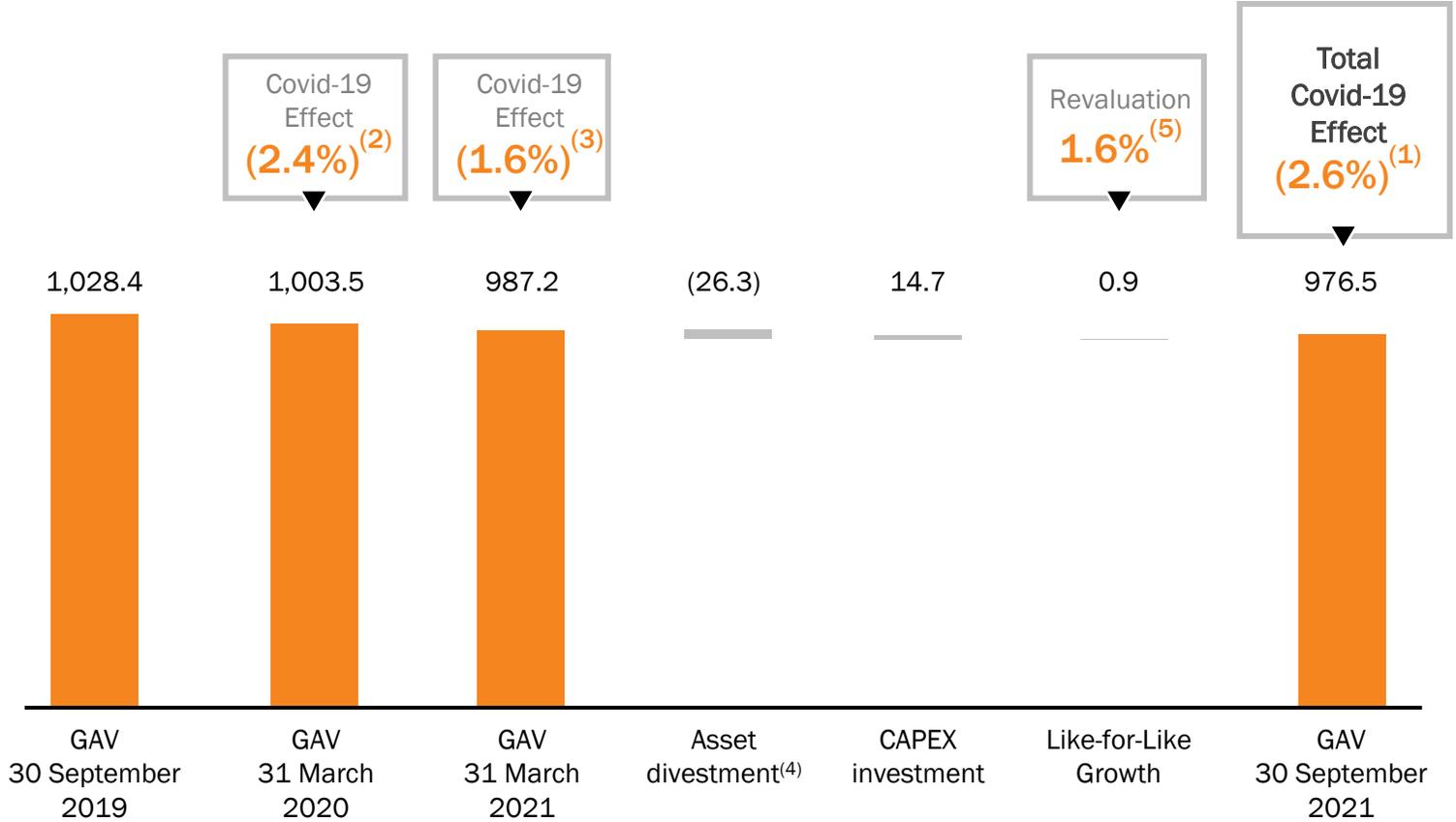


- (1) Non-strategic asset divestment regarding Konecta Office Buildings sale in June 2021
- (2) Calculated considering same portfolio and same period for H1FY21 and H1FY22 excluding annualized rents
- (3) GRI H1FY22 including (€1.1m) Covid-19 discounts
- (4) Estimated GRI H1FY22 excludes sale of Konecta Office Buildings and Covid-19 discounts during H1FY22
- (5) Annualised GRI considering all the repositioning projects completed and portfolio fully let



GAV BRIDGE AND BREAKDOWN

CURRENT VALUATIONS REFLECT THE STRENGTH OF THE PORTFOLIO WITH MINIMAL IMPACT FROM THE PANDEMIC (-2.6%)⁽¹⁾



(1) Considering total Covid-19 effect versus September 2019 valuation of investment properties €1.028b excluding Konecta Office Buildings valuation

(2) Considering total Covid-19 effect versus September 2019 valuation of investment properties €1.028b

(3) Versus March 2020 valuation of investment properties €1.003b

(4) Non-strategic asset divestment regarding Konecta Office Buildings sale in June 2021

(5) Versus March 2021 valuation of investment properties €987m excluding Konecta Office Buildings valuation



The word "elfaro" is written in a large, lowercase, sans-serif font. It is positioned at the top left of the image, above a modern architectural structure with a glass and metal facade. The background shows a walkway with people and a large, curved structure in the distance.

elfaro



VALUE CREATION

LEASING ACTIVITY H1FY22

REPOSITIONING PROJECTS

PHASE II LOS ARCOS SHOPPING CENTRE

CUSTOMER CENTRICITY

ESG

COMMERCIAL PERFORMANCE



94
LEASES SIGNED

28
RENEWALS

66
NEW CONTRACTS



20,529 sqm
GLA SIGNED

2,812 sqm
RENEWALS

17,717 sqm
NEW CONTRACTS



€4.5m
NEW RENT SIGNED

€1.2m
RENEWALS

€3.3m
NEW CONTRACTS



1.35%
AVERAGE RENT INCREASE⁽¹⁾

2.07%
RENEWALS

0.91%
NEW CONTRACTS

MAIN BUSINESS KPI'S

PORTFOLIO ALMOST FULLY LET

30 SEPTEMBER
2021

97.1%

31 MARCH
2021

98.29%

RENT ARREARS UNDER 5% DESPITE COVID-19

30 SEPTEMBER
2021

4.59%

31 MARCH
2021

4.77%

RENT COLLECTION STABILIZED OVER 95%

30 SEPTEMBER
2021

95.63%

31 MARCH
2021

95.23%

⁽¹⁾ Considering operations with passing rent as renewals, relocations and replacements

Value-added redevelopment projects in **LOS ARCOS**, **BAHÍA SUR** and **EL FARO**, have strengthened the existing offerings and dominance of the centres through the addition of new and exciting retailers, the creation of pedestrianized open space, and the introduction of attractive fashion, F&B and leisure operators in our centres.



€3.8m

ADDITIONAL NOI
CREATED



51

NEW BRANDS



37,897 sqm

GLA AFFECTED



EL FARO



BAHÍA SUR



LOS ARCOS

100.5%

OF THE ANNUAL RENT
SIGNED AND COMMITTED

94.5%

OF THE TOTAL GLA
SIGNED AND COMMITTED

6.11%

YIELD

9.05%

AVERAGE
CASH-ON-CASH

STILL ROOM TO GROW RENT

SOLIDIFYING THE LEADING POSITION OF LOS ARCOS, ENSURING THE MOST ATTRACTIVE LEISURE AND FOOD AREA



- Positive advances on the licensing process with the Town Hall
- Presentation of the project to local authorities last 14th September with the presence of the Mayor of Seville, to present the company’s plans for the upcoming extension
- The works to transform the four-store office building adjacent to Los Arcos, begin in January 2022

TOTAL INVESTMENT

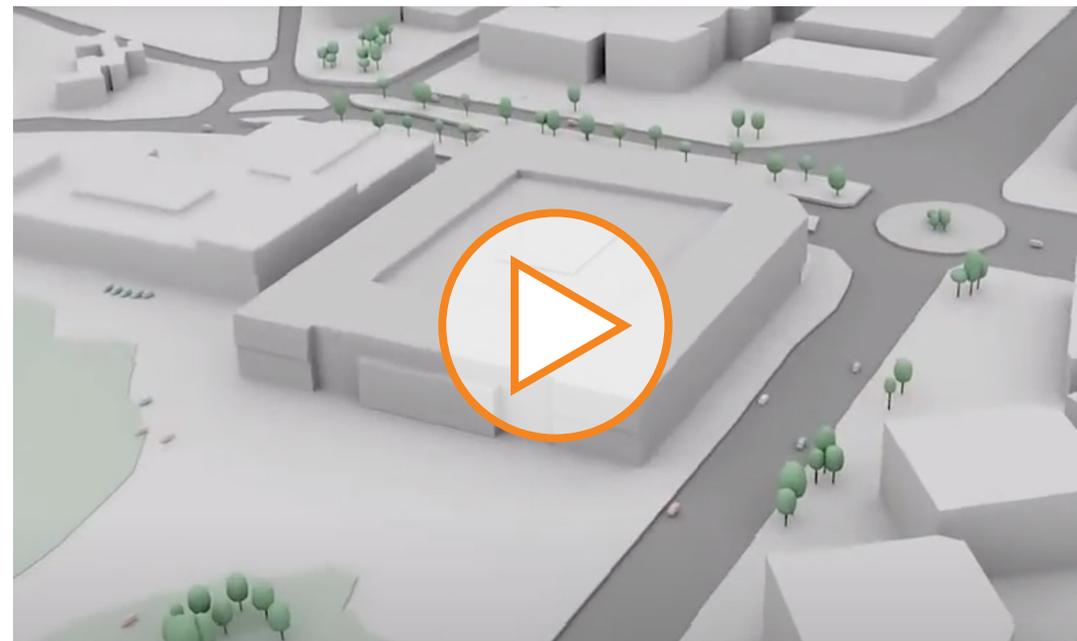
€15.6M

DEADLINE

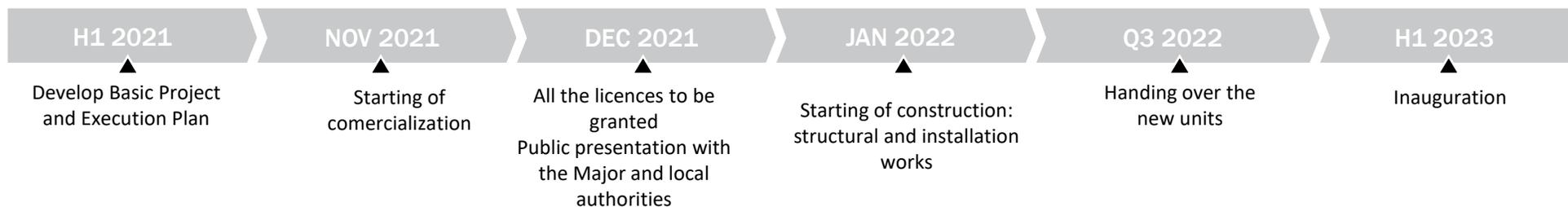
H1
2023

ADDITIONAL NOI

€1M



START



LAUNCH OF SHERPA FOOD!

ORDER YOUR FOOD THROUGH SHOPPING CENTRE APP AND WE DELIVER TO YOUR HOME!

- Castellana has launched the first food marketplace in Bahia Sur shopping centre in Spain. We aim to implement a comprehensive solution to offer our customers the possibility to order their food at any time, 7 days a week, combining different restaurants on the same ticket
- Fully integrated in the Shopping Centre's app, and fully tracked in real time
- Almost 800 food orders in the first 3 months with more than €17k extra sale in 4 restaurants
- *Next Steps:*
 - Launching in new communication and marketing campaigns to increase Sherpa Brand Awareness and getting new customers. Also focus on new collaborations with main hotels and key meeting points in the city.
 - Incorporating new developments in the app to improve digital customer journey
 - Roll out in the rest of the shopping centres in the coming months



SherpaFood

FIRST 3 MONTHS RESULTS



795

FOOD ORDERS



4

RESTAURANTS
IN ONE SC



17,496€

EXTRA SALES



ENVIRONMENTAL



WE IMPROVE OUR BUILDINGS TO REDUCE OUR CARBON FOOTPRINT AND COMBAT CLIMATE CHANGE.

ACTIONS CARRIED OUT



- Energy audits completed for Shopping Centers
- BREEAM Certificate renewed for all of our Shopping Centers:
 - BREEAM Building (83% Excellent and 17% Very Good)
 - BREEAM Building Management (83% Exceptional and 17% Excellent)
- NASA Air purifiers installed in 100% of our Shopping Malls



CASTELLANA PROPERTIES IS DEVELOPING ITS **ESG STRATEGIC PLAN 2021-2024** WITH THE SUPPORT OF EY.

ACTIONS IN PROCESS



- Updating and renewal of **energy certificates** according to RD 390/2021.
- **Carbon Footprint calculation** for 100% of the assets to report to the MITECO registry.
- Risks Assessment derived from carbon emissions in 100% of the assets using the CRREM tool.
- Analysis of the alignment of assets with **EU Taxonomy criteria**.
- Launch **GRESB 2022** (reporting period 2021).
- Launch **EPRA sBPR 2022** (reporting period 2021)

SOCIAL



WE ARE COMMITTED TO WORKING TOGETHER WITH THE COMMUNITIES IN WHICH WE OPERATE.

SOCIAL INITIATIVES AT OUR PROPERTIES

- In 1H FY22, Our shopping centres have invested more than **€15k** in cash and in-kind contributions to **different social initiatives**.
- Besides, Castellana Properties is teaming up with the **Spanish Association for the Prevention of Classroom Bullying (AEPAE)**, to raise awareness of the problem and to teach schoolchildren to recognise bullying and take constructive action. The campaign has taken place last 6 months and for that, each shopping centre has organised educational events, workshops and activities in schools, as well as online initiatives and fund-raising efforts to draw attention to this harmful social issue. A total of **€20k** have been donated to AEPAE

FLEXIBILITY AND ADAPTABILITY AT OUR HEADQUARTERS

Castellana returns to the offices with:

- A hybrid telework and in-office model
- Flexible working hours for its employees.



GOVERNANCE



THE HIGHEST STANDARDS OF GOVERNANCE IN OUR COMPANY AND IN THE RELATIONSHIP WITH ALL OUR STAKEHOLDERS

EPRA

Castellana Properties has been granted the EPRA Gold Award Financial Reporting.





CASTELLANA
PROPERTIES

THANK YOU



APPENDIX

CUSTOMER CENTRICITY

OUR PORTFOLIO

TOP 10 ASSETS

CONTINUOUSLY LAUNCHING EXCITING AND IMPACTFUL EVENTS ACROSS THE PORTFOLIO TO DRIVE TENANT'S SALES, AS WELL AS FOSTERING BROADER COMMUNITY BENEFITS

COMERCIOPOLY'S GAME ROADSHOW



9,4K
 PARTICIPANTS

€396K
 INCENTIVE SALES

13,5K
 AWARDS TO PICK UP IN STORES



*Roadshow not finished yet. Next SC are Bahía Sur and Granaita.

ESG CAMPAIGN AGAINST CYBERBULLYING IN THE ENTIRE PORTFOLIO



11,6K
 PARTICIPANTS

+3.35M
 REACH ON DIGITAL CHANNELS

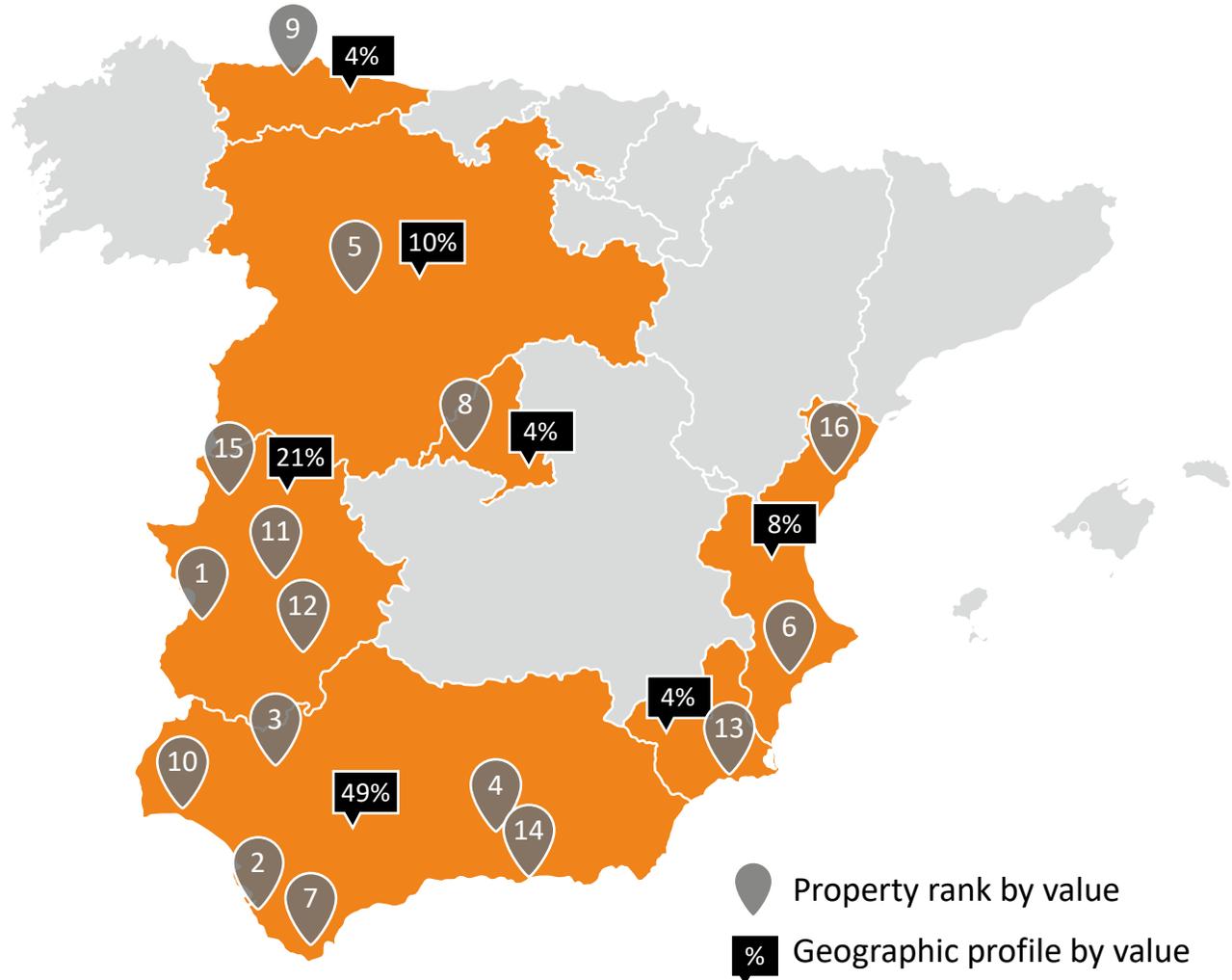


19
 SCHOOL PARTNERSHIP

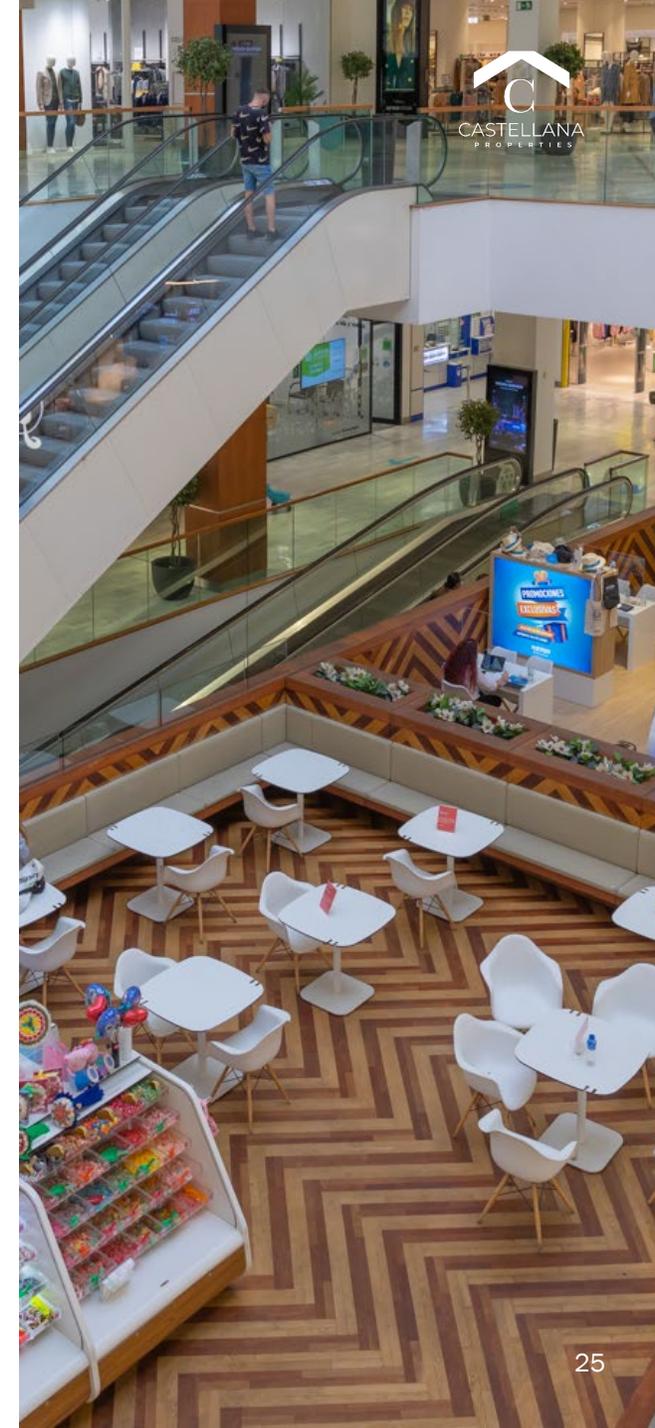
+370K
 IMPACTS ON MEDIA

OUR PORTFOLIO

WELL DIVERSIFIED ACROSS SPAIN



- 1 El Faro
- 2 Bahía Sur
- 3 Los Arcos
- 4 Granaita
- 5 Vallsur
- 6 Habaneras
- 7 Puerta Europa
- 8 Parque Oeste de Alcorcón
- 9 Parque Principado
- 10 Marismas de Polvorín
- 11 La Heredad
- 12 La Serena
- 13 Pinatar Park
- 14 Motril Retail Park
- 15 Mejostilla
- 16 Ciudad del Transporte



TOP 10 ASSETS

EL FARO



BAHÍA SUR



LOS ARCOS

GRANAITA ⁽¹⁾

VALLSUR



GAV	€163.4m	€143.4m	€133.4m	€104.3m	€88.5m
Province	Badajoz	Cádiz	Seville	Granada	Valladolid
Catchment Area (Inhabitants)	517,491	674,250	1,499,884	628,002	477,746
Gross Lettable Area	40,318m ²	35,333m ²	29,680m ²	54,807m ²	35,212m ²
Monthly Rental	€19/m ²	€21/m ²	€25/m ²	€10/m ²	€15/m ²
Sector	Shopping Centre	Shopping Centre	Shopping Centre	Retail Park	Shopping Centre
Major Tenants	Primark, Media Markt, Yelmo Cines	Primark, Zara, Yelmo Cines	Mercadona, Lefties, Media Markt	Decathlon, Mercadona, Media Markt	Carrefour, Yelmo Cines, H&M
WALE	10 years	11.2 years	13.3 years	12.5 years	15.5 years
Vacancy	1,3%	1.7%	8.8%	9.8%	2.8%

(1) Granaita is the integration of the former Kinopolis Retail Park, Kinopolis Leisure Centre and Alameda City Store into one asset

TOP 10 ASSETS

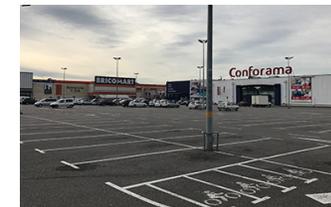
HABANERAS



PUERTA EUROPA

PARQUE OESTE ⁽¹⁾

PARQUE PRINCIPADO

MARISMAS DEL
POLVORÍN

GAV	€84.6m	€65.9m	€50.3m	€35.0m	€27.6m
Province	Alicante	Cádiz	Madrid	Oviedo	Huelva
Catchment Area (Inhabitants)	531,670	311,110	5,856,325	866,511	318,213
Gross Lettable Area	25,021m ²	29,783m ²	13,604m ²	16,090m ²	18,220m ²
Monthly Rental	€18/m ²	€15/m ²	€17/m ²	€10/m ²	€8/m ²
Sector	Shopping Centre	Shopping Centre	Retail Park	Retail Park	Retail Park
Major Tenants	Leroy Merlin, Zara, Forum Sport	Primark, Yelmo Cines, Mercadona	Media Markt, Kiwoko, ALDI	Bricomart, Conforama, Jysk	Media Markt, Mercadona, Low Fit
WALE	7.8 years	10.6 years	20.8 years	11 years	20.2 years
Vacancy	1.1%	0.3%	Fully let	Fully let	Fully let

(1) Parque Oeste comprises two adjacent properties that were acquired in two separate companies, but has been treated as a single combined property for reporting purposes

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This communication contains forward-looking information and statements about Castellana Properties, including financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, capital expenditures, synergies, products and services, and statements regarding future performance. Forward-looking statements are statements that are not historical facts.

Although Castellana Properties believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of Castellana Properties' shares are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and are generally beyond the control of Castellana Properties, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in the registration documents (DiiM and DAR) sent by Castellana Properties to the BME Growth, which are accessible to the public.

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