

FY2023

PRE-CLOSE PRESENTATION

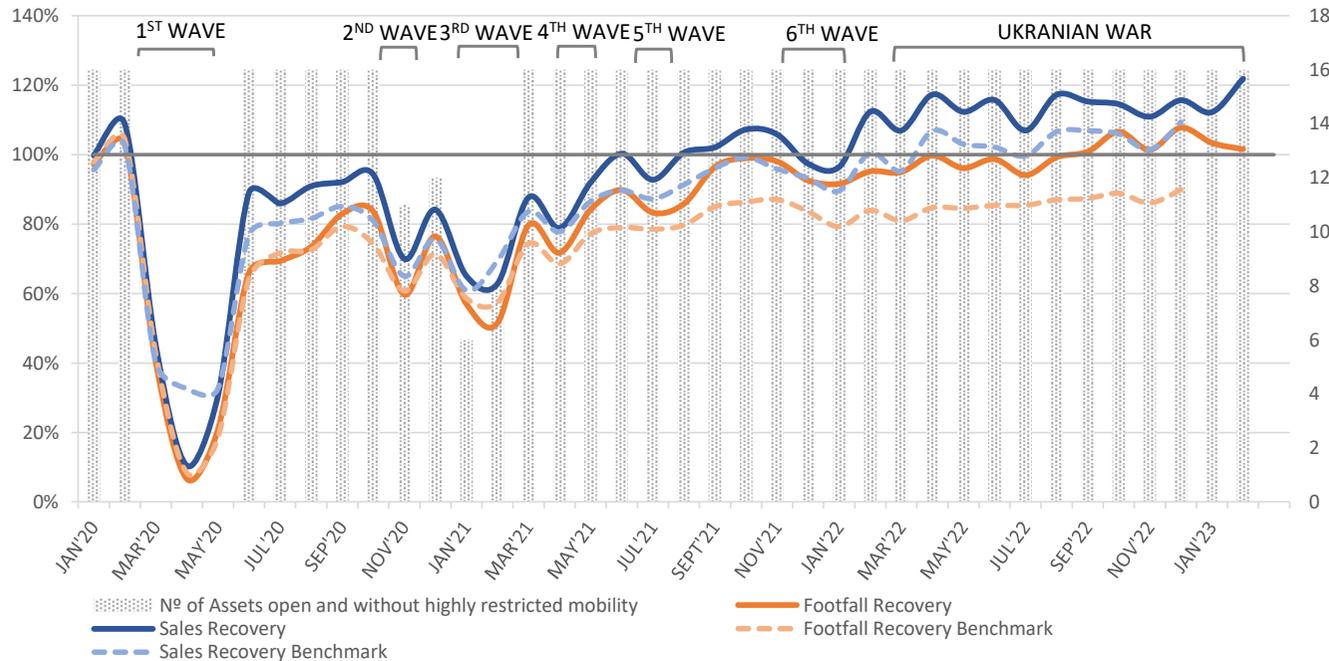
28 March 2023



FOOTFALL AND SALES INDEX



OUR ACTIVE ASSET MANAGEMENT CONTINUES TO SHOW AN IMPRESSIVE EVOLUTION IN FOOTFALL AND SALES VS THE BENCHMARK



Footfall: Portfolio surpassed 2019 levels in November 2022 by +0.5% (accumulated footfall Apr'22 – Nov'22 vs Apr'19 – Nov'19)

In February 2023 the trend continued to improve on the accumulated data (April 2022 – February 2023) by +0.8% compared to the same period in 2019

Bahia Sur (+23.6% FY23 YTD Feb'23 vs FY20 YTD Feb'20), El Faro (+13.6%) and Los Arcos (+10%) reflect perfectly how value add projects have impacted positively

Sales: Our tenants have grown their sales by +12.4% in FY23 YTD Apr-Feb vs FY20 Apr-Feb

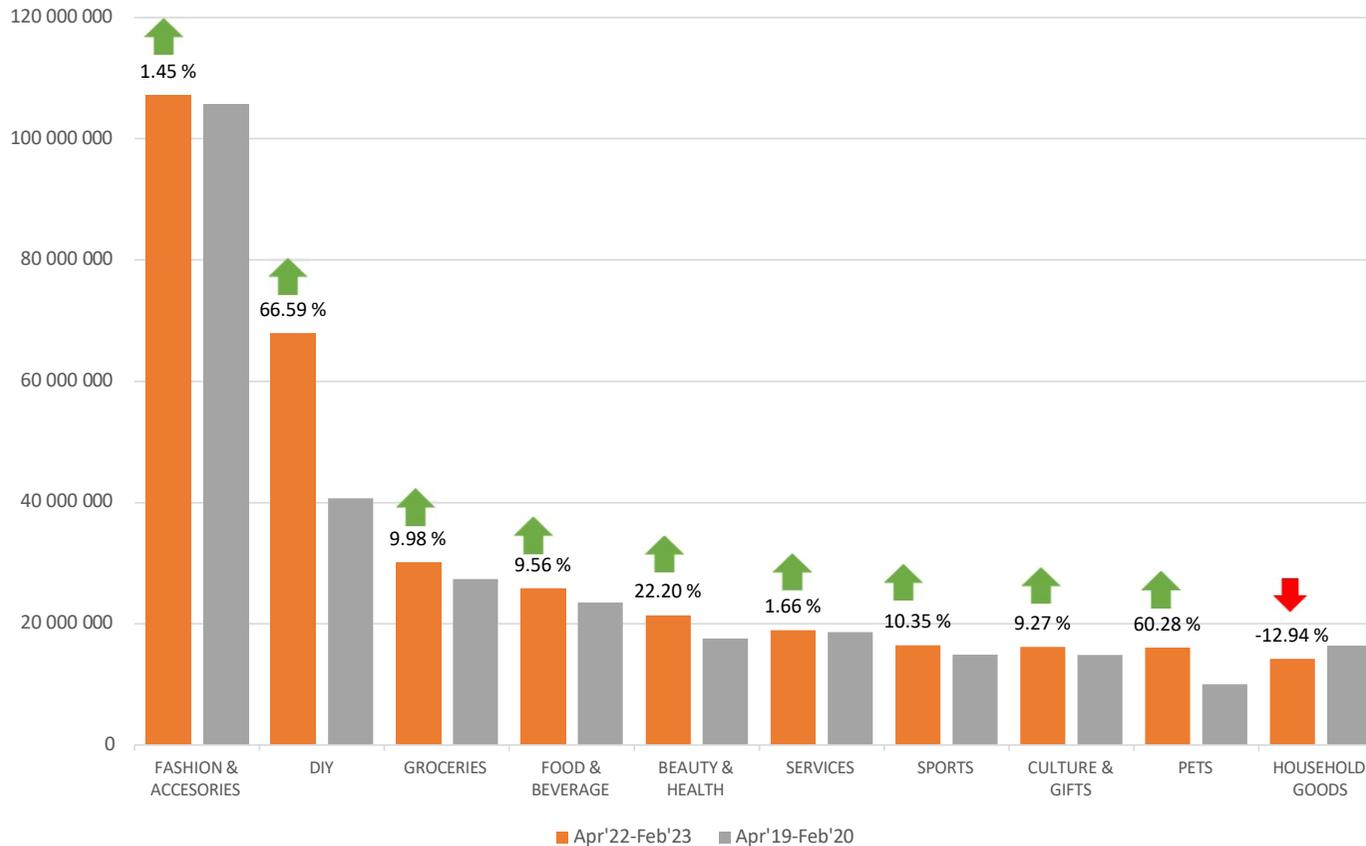
(1) Footfall data includes the following shopping centres: El Faro, Bahía Sur, Los Arcos, Vallsur, Habaneras, Puerta Europa and Granaita Retail Park. There are no counters in the rest of the retail park assets. Granaita Retail Park counts only cars, so we have estimated 2 people on average per car. Sales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

(2) Benchmark: AECC data .

SALES PERFORMANCE PER TENANT CATEGORY



SALES VARIATION FY23 YTD APRIL 2022 – FEBRUARY 2023 vs FY20 YTD APRIL 2019 – FEBRUARY 2020



- / Sales variation in FY23 YTD APR'22-FEB'23 vs FY20 YTD APR'19-FEB'20: **+12.4%**
- / **Key categories such as Fashion & Accessories and Food & Beverage consolidate their performance** surpassed 2019 figures
- / Leisure has seen a positive comparative shift (+24.9%), with a more representative sample. Cinemas have grown by 36% during this period
- / Retail parks continue to trade very well (+17.3% FY23 YTD APR'22-FEB'23 vs FY20 YTD APR'19-FEB'20)
- / Shopping centres (11.2%) have shown a strong improvement since September 2022

TRADING ENVIRONMENT



UNDERSTANDING OF OUR LOCAL COMMUNITIES DRIVES STRONG FOOTFALL GROWTH AND INCREASED CUSTOMER ACTIVITY

- ✓ **Castellana's portfolio metrics remain solid** with one of the best occupancy and collection rates in the market and a robust improvement in footfall and sales across all assets
- ✓ Ongoing improvement through **repositionings and value-added projects, enhancing income and other operating metrics**
- ✓ **We continue to increase the number of visitors to our shopping centers** with different animations, activities and shows aimed at our local communities
- ✓ Examples of this are the **parades and activities** carried out on Halloween. El Faro's tenth anniversary, Christmas, the roadshow of The Legend of Excalibur or the speleological experience in Vallsur
- ✓ Thanks to these initiatives, **footfall to our centers has increased by an average of 15-20%** compared to the previous year on activation days
- ✓ Additionally, the **increase in dwelling** time has positively impacted our restaurant operators which have seen an increase in their sales and average tickets during these days
- ✓ We have also achieved a **10% increase in members** of our loyalty programmes compared to 2022



OPERATING ACTIVITY



OCCUPANCY RATE 98.6% ⁽¹⁾ - THE HIGHEST IN THE MARKET, DRIVEN BY STRONG LEASING ACTIVITY



183
LEASES SIGNED ⁽¹⁾

80
RENEWALS

103
NEW CONTRACTS



€6.8m
NEW RENT SIGNED ⁽¹⁾

€3.8m
RENEWALS

€3.0m
NEW CONTRACTS



25,459 sqm
GLA SIGNED ⁽¹⁾

11,024 sqm
RENEWALS

14,435 sqm
NEW CONTRACTS



3.13%
AV. RENT INCREASE ⁽²⁾

1.79%
RENEWALS ⁽³⁾

6.01%
NEW CONTRACTS

KEY KPI's YTD 28th of February 2023

OCCUPANCY



RENT ARREARS



RENT COLLECTION



⁽¹⁾ Period reported from 1st April 2022 to 28th February 2023

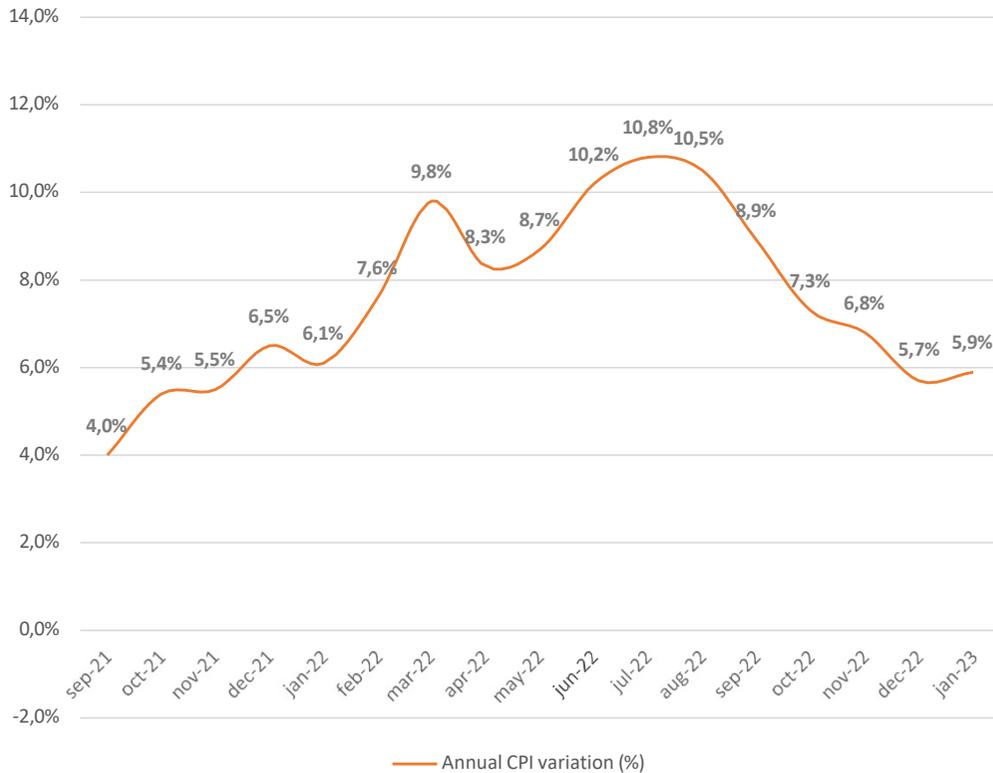
⁽²⁾ Considering operations with existing passing rent as renewals, relocations and replacements

⁽³⁾ Excludes CPI increases which are applied on indexation date mainly in the month of January

CPI INDEXATION ENVIRONMENT



80% OF THE MGR INDEXED AT AN AVERAGE CPI RATE OF 7.7% WITH MAJORITY OF IMPACT TO BE SEEN IN FY24



- / Currently, 99% of the Castellana portfolio lease agreements in place are indexed to CPI YOY every anniversary
- / Minimum Guaranteed Rent (MGR) 1st April 2022: € 59,485
- / Minimum Guaranteed Rent (MGR) 31st March 2023: € 62,874
- / Total growth: 5.7% of which:
 - / Indexation: 1.5%
 - / Asset management Initiatives: 4.2%
- / 80% of total MGR has been indexed at an average rate of 7.7%
- / Out of this 80%:
 - / 55% indexed in January 23 with September’s indexation rate of 8.9%
 - / 35% indexed in January 23 with December’s indexation rate of 5.7%
 - / 10% indexed during FY23 with mainly April’s, May’s and October’s indexes at an average rate of 7.8%
- / 25% of the indexation detailed above has impacted in FY23 (January, February and March 2023) and the remaining 75% is going to impact during FY24

INVESTMENT IN LAR ESPAÑA



- / Castellana's investment in Lar España continues to **perform well** as a financial investment
- / In line with our expectations, FY 2022 results reported by the company reflect a **strong operational performance similar to what we see in our own portfolio**:
 - / Sales in 2022 increased to €1.05bn, +10.6% vs. 2019 and +13.9% vs. 2021
 - / Footfall in 2022 80.5m visitors, -6% vs. 2019 levels and + 8% vs. 2021
 - / Occupancy was maintained at 96%
 - / Accrued GRI reached €80m from €76m in 2021 (+6% LfL)
- / In January 2023, Lar España used its liquidity to perform a **bond buyback programme for €90.5m at a c. 18% discount to par value**. Key impacts include:
 - / **Reduced** gross debt by €110m and Net LTV to 37%
 - / **Profit** of **c. €19.5m** that will have a positive impact in 2023
 - / Increased NTA to €11.16 p.s.
- / We remain **long term shareholders** of Lar España with **25.7%** at an average entry price of **€4.96/share⁽¹⁾**
- / **Dividend for the period announced by Lar España was €50m or €0.60 p.s., equivalent to a 12% dividend yield on our investment**



(1) Average entry price includes 21.7% stake from PIMCO at €5 p.s. (excluding dividend of €0.36 p.s. paid in 2022) plus additional purchases on market at an average price of €4.74 p.s.



Rubén Darío, 3
28010 Madrid

(+34) 91 426 86 86
www.castellanaproperties.es