

CORPORATE PRESENTATION

JULY 2020

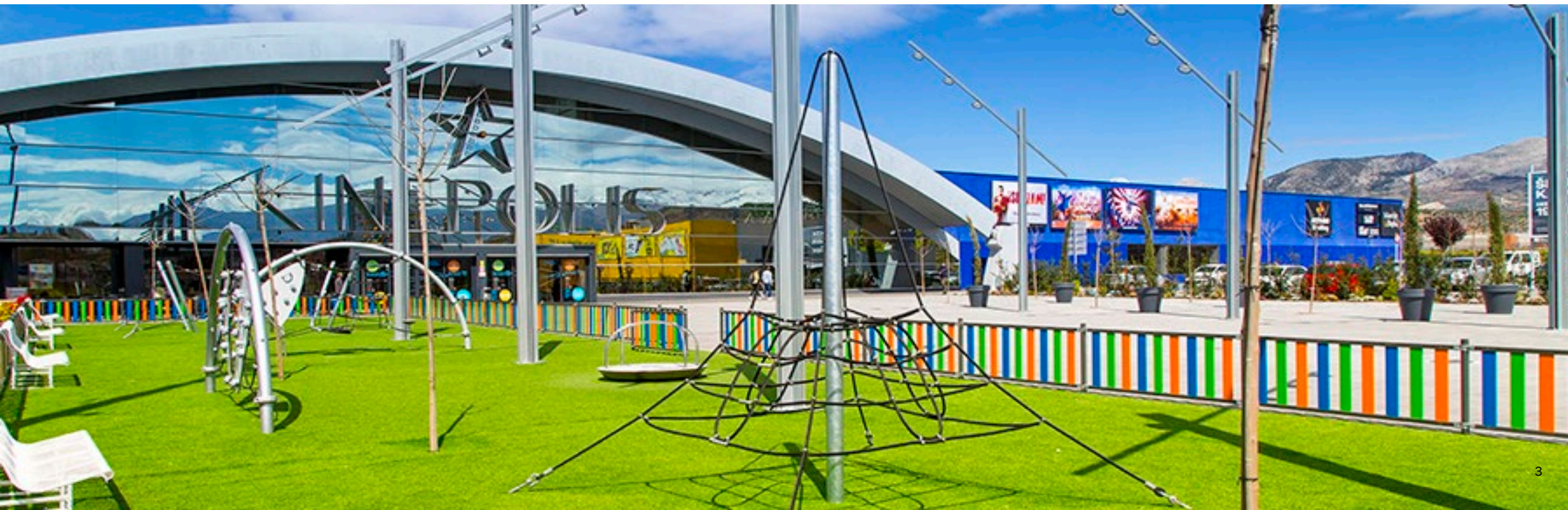


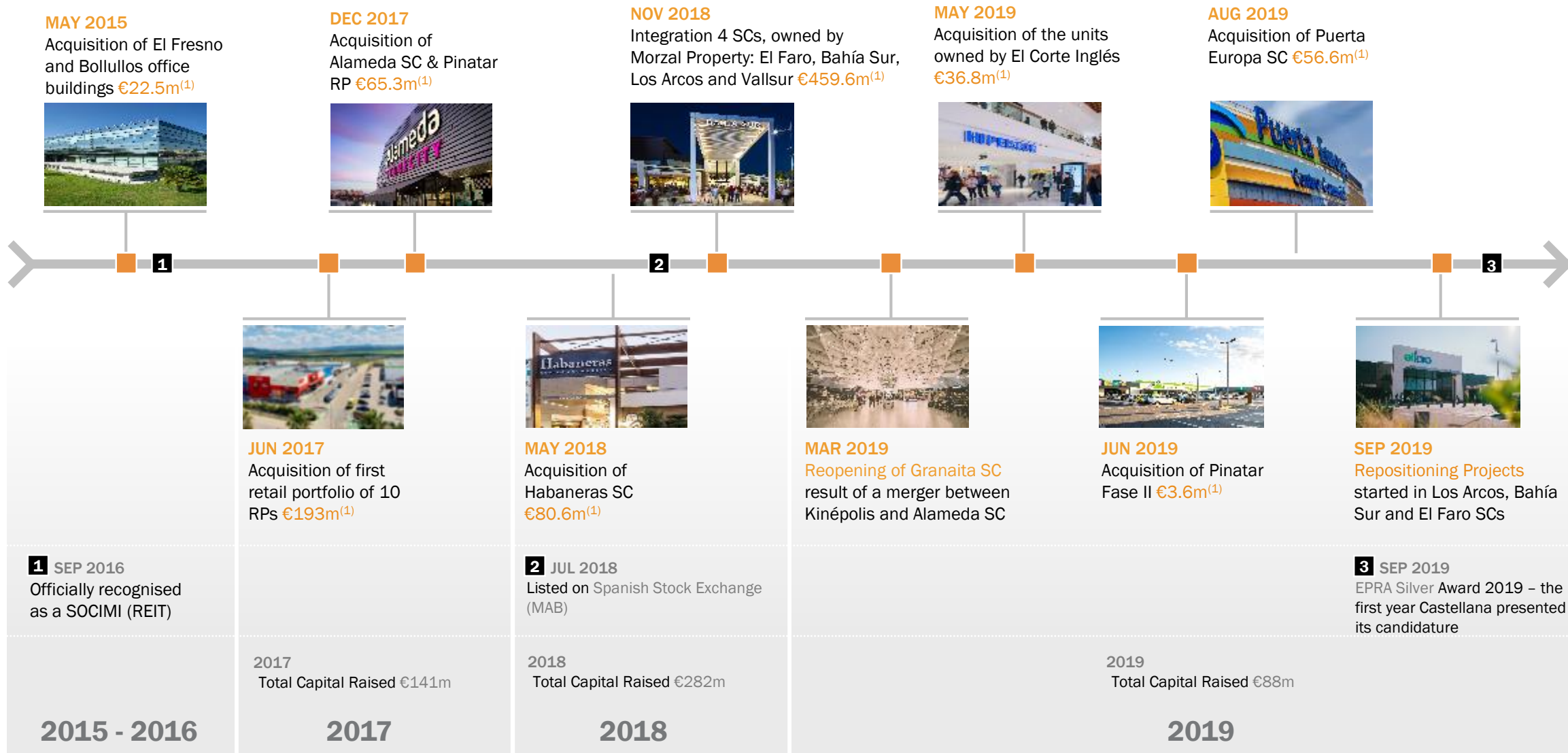
- COMPANY OVERVIEW
- STRATEGY
- OUR RESPONSE TO COVID-19
- COMPANY STANCE
- VALUE CREATION
- ESG
- ANNEX I – PORTFOLIO IN DETAIL AT 31 MARCH 2020
- ANNEX II – TOP 10 ASSETS BY GAV





Castellana Properties is a leading income-focused, customer-oriented and specialist retail SOCIMI (REIT) centred on investment, active management and value-enhancing repositioning of retail assets in Spain





(1) Transaction costs not included



OPERATIONAL

18 ASSETS	373,419 sqm GLA	98.30 % OCCUPANCY	13.5 years WALVT	98.94 % RENT COLLECTION
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FINANCIAL

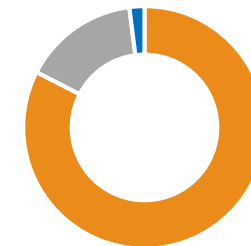
€56m GRI	€44m EBITDA	€17.1m NET PROFIT ⁽¹⁾	€448m NET DEBT ⁽²⁾	2.47 % ALL-IN COST	44.68 % NET LTV ⁽³⁾
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CORPORATE

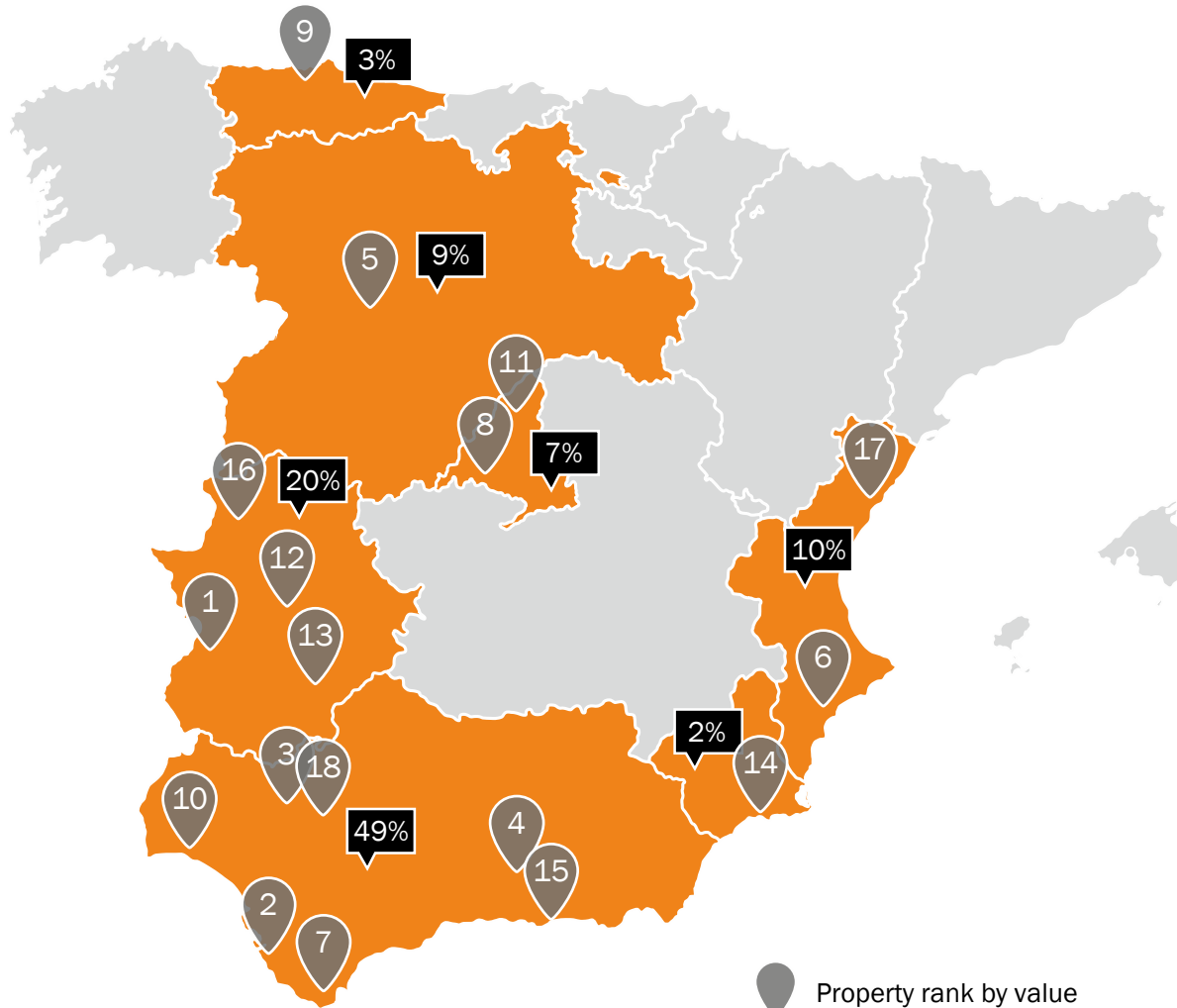
€1.003b GAV	(2.38 %) COVID-19 IMPACT ⁽⁴⁾	€559m EPRA NAV	6.48 €/share EPRA NAV
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SHAREHOLDING STRUCTURE





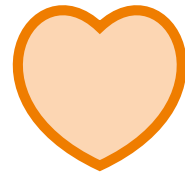
- 82.54 % VUKILE PROPERTY FUND LIMITED
- 15.46 % MORZE EUROPEAN REAL ESTATE VENTURES
- 2.00 % OTHERS

(1) Net Profit including (€23.4m) of changes in Fair Value based on IFRS accounting principles reflecting the possible impact of Covid-19
 (2) Net Debt calculated excluding restricted Cash
 (3) Net LTV calculated considering Nominal Debt excluding MTM of Derivatives excluding restricted Cash
 (4) March 2020 valuation versus the September 2019 valuation of €1.028b



- | | |
|----------------------------|--------------------------|
| 1 El Faro | 10 Marismas de Polvorín |
| 2 Bahía Sur | 11 Alcobendas Building |
| 3 Los Arcos | 12 La Heredad |
| 4 Granaita | 13 La Serena |
| 5 Vallsur | 14 Pinatar Park |
| 6 Habaneras | 15 Motril Retail Park |
| 7 Puerta Europa | 16 Mejostilla |
| 8 Parque Oeste de Alcorcón | 17 Ciudad del Transporte |
| 9 Parque Principado | 18 Bollullos Building |

 Property rank by value
 Geographic profile by value



**PASSION FOR
WHAT WE DO**



**MAKE A DIFFERENCE
AS A TEAM**



**ACT WITH INTEGRITY
& TRANSPARENCY**



**CUSTOMER-
CENTRIC
APPROACH**



**COMMITTED TO
OUR CLIENTS**



**SUSTAINABLE
GROWTH**



**PROACTIVE &
COMMITTED TO
INNOVATION**

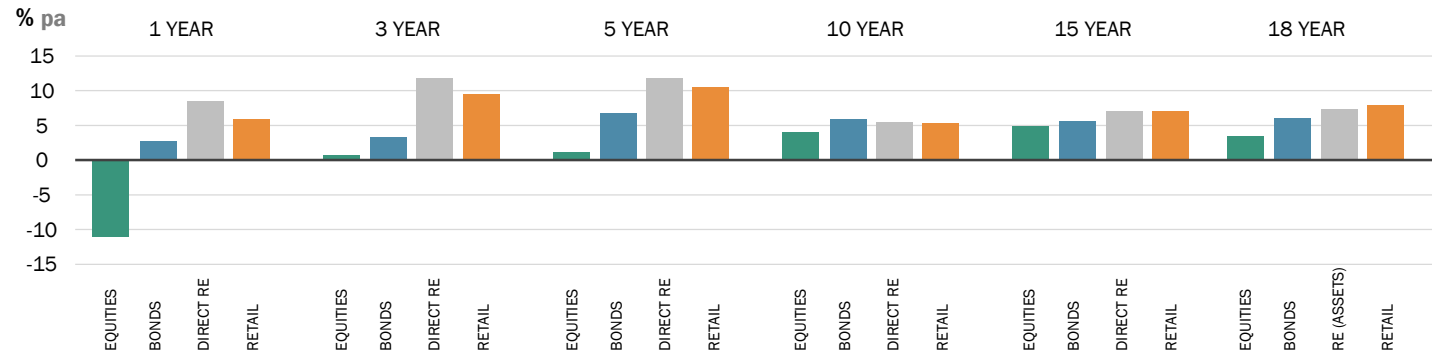


**VALUE OUR
RELATIONSHIPS**

RETAIL AND DIRECT REAL ESTATE OUTPERFORMING OTHER ASSET CLASSES.
THEY ARE TWICE AS PROFITABLE AS OTHER CATEGORIES OVER AN 18-YEAR PERIOD

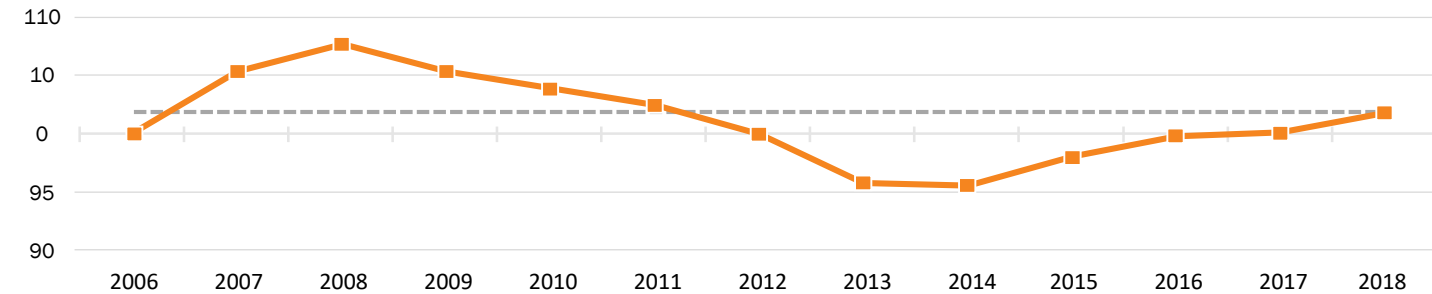
THE WORLD OF RETAIL IS CHANGING, BUT SHOPPING CENTRES WILL CONTINUE TO PLAY A CENTRAL ROLE IN URBAN AND SUBURBAN SOCIETIES

COMPARATIVE GLOBAL PERFORMANCE ACROSS ASSET CLASS



Spain multi-asset class performance as at 31 December 2018
Source: JP Morgan (bonds), MSCI (equities, direct real estate, including Retail Sector)

MARKET RENTAL VALUE GROWTH INDEX



Source: MSCI (Global Intel)

82.2%

of people buy in at least one sector of a Shopping Centre on a regular basis (+4% vs. last year)



Retailers such as Hawkers and AliExpress are opening stores in shopping centres

+1.6%

Sales growth at Castellana Properties shopping centres during 2019

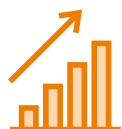
Source: Hamilton Study presented AECC 2019. Castellana Properties shopping centre sales YTD Dec 2019 excluding SCs currently undergoing construction/renovation works

GIVING A STEP FORWARD IN RETAIL



SPECIALISTS IN RETAIL

- Specialists in the Spanish retail sector, with 16 retail properties valued at over €1bn
- Management team formed by expert professionals, each boasting an average of over 20 years' experience
- Supported by its main shareholder which also benefits from a tried and tested track record in retail



BUILDING ROBUST AND HEALTHY GROWTH

- Driving up returns via healthy, sustainable and robust growth
- One of the Socimis to have grown the most recent years, making it one of the leading players in the market
- Selective capex & development policy to ensure income growth



COMMITTED TO DELIVERING THE HIGHEST STANDARDS

- Committed to generating maximum ROI for its shareholders
- Boasting strong corporate governance and a highly experienced Board of Directors
- Integrity and transparency as core values



HIGH QUALITY PORTFOLIO

- Market leader, allowing it to carefully handpick the properties that are in line with its strategy
- Dominant assets in catchment areas of c. 150,000 people or more
- Highly diversified portfolio in terms of property type, regions, categories and tenants, offering a low level of portfolio risk



ACTIVE MANAGEMENT

- A unique and effective management style with an in-house team actively managing its entire portfolio
- Investing in its properties to deliver value add forms the cornerstone of its philosophy
- Highly dynamic and efficient team, able to adapt when it comes to decision-making
- Strong operational focus, committed to integrating assets with local communities, anticipating customers' needs and supporting tenants



AT THE CUTTING-EDGE OF NEW TRENDS

Actively spearheading new trends at its shopping centres

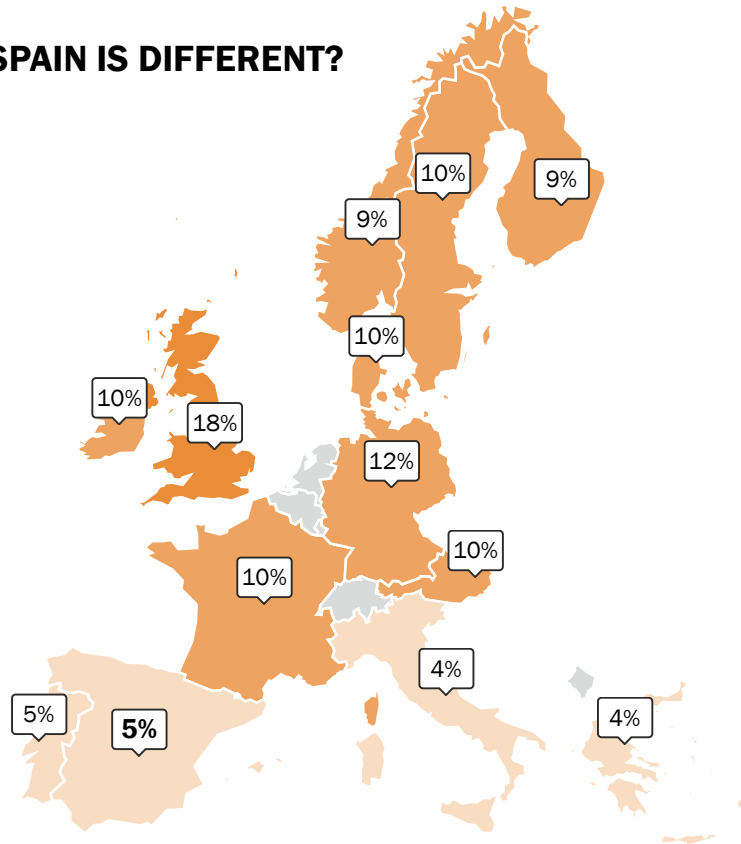
- Omnichannel retailing
- F&B and leisure experiences
- Active technology management
- Developing innovative and disruptive projects



INCOME FOCUS

- Incentivised to achieve FFO growth
- Stable Net Operating Income (NOI) with upside potential
- Competitive dividend yield as a focal point
- Distribution of more than 80% of FFO

WHY SPAIN IS DIFFERENT?



ONLINE MARKET SHARE BY COUNTRY 2018

- In Spain, online purchases still only represent 5% of total retail sales, considerably lower than in other European countries

TOURISM


- Spain was the world's second most visited country in 2019
- Last year, Spain welcomed a record number of foreign tourist arrivals for the seventh consecutive year
- The country's total tourist expenditure reached nearly €92.2 billion in 2019 – marking yet another new record

CONSUMER TRENDS

- Compared to their European counterparts, Spanish consumers spend the highest percentage of their budgets on eating out and going to bars and restaurants – doing so more than once a week.
- Spain has a predominantly warm Mediterranean climate, registering more than 3,000 hours of sun per year.

SHOPPING CENTRE DENSITY

- The average shopping centre density in Spain is considerably lower than the average for most European countries and 6 times lower than the US average

 1,600 sqm/ 1,000 inhab.

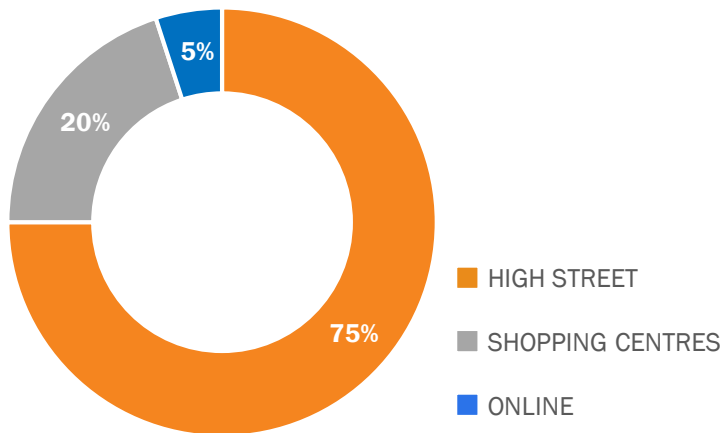
 293 sqm/ 1,000 inhab

 288 sqm/ 1,000 inhab



ONLINE SHOPPING IS A PARTNER TO PROVIDING SHOPPERS WITH A SEAMLESS EXPERIENCE ACROSS ALL RETAIL TOUCHPOINTS. BOTH PHYSICAL AND DIGITAL RETAILERS ARE INCREASINGLY WORKING TO CREATE AN OMNICHANNEL STRUCTURE THAT COMBINES BOTH THE ON- AND OFFLINE CHANNELS

TOTAL SPAIN RETAIL SALES 2018



E-commerce represents just 5% of total sales and only 28% of the retail products bought online can be found in shopping centres

OMNICHANNEL

- > **42%** of the products bought in physical stores are influenced by prior online browsing
- > **12%** of products purchased online are picked up in physical stores

RETAILERS ARE ONCE AGAIN PROMOTING PHYSICAL STORES BECAUSE...

PHYSICAL STORES INCREASINGLY ACT AS A PLATFORM FOR SHOWCASING PRODUCTS

- > **29%** of products purchased online are bought after visiting a physical store
- > **25%** of customers who collect an online order in store buy something else during their visit

OFFLINE SHOPPING IS MORE PROFITABLE

- > Retailers lose approx. **3-8 pts** of margin when the purchase is not done on the store and they pick the product up directly

PHYSICAL PRESENCE ELEVATES A BRAND'S PRESTIGE AND CONSUMER TRUST

- > Online sales increase **12%** when a physical store is opened in any given area

THE SHOPPING EXPERIENCE HAS BECOME THE MOST IMPORTANT DIFFERENTIATING FACTOR FOR RETAIL COMPANIES

- > Flagships stores play a key role in a company's strategy

ACTION PLAN HIGHLIGHTS OVER PAST 3 MONTHS – APRIL to JUNE 2020


**BUSINESS IS
ROBUST**

- Extensive **scenario modelling** undertaken to understand the impacts of the business over the next 12 – 24 months with business was found to be well capitalised and stable
- **Legal review of lease agreements** was positive in terms of current leases in place – 93% of tenants are national and international players that are well-placed to ride out the pandemic
- **Healthy treasury position** with large buffer for cash management
- **Total support from shareholders**


**STRONG TENANT
& INDUSTRY
RELATIONSHIPS**

- 100% Rental discounts for April have **already been granted with May and the rest of the year currently under discussion** – this has facilitated **significant goodwill** with tenants in future negotiations. Affected tenants have **paid service charges in full.**
- Castellana is negotiating these discounts in exchange for more favourable leases including **longer lease terms, break option waivers and monthly sales reporting**
- Promoted **Retail Landlords Forum** to lobby for government assistance


**PARTNERING WITH
DEBT PROVIDERS**

- Extensive discussions with banks to report **Castellana's strong balance sheet position**
- Banks have agreed to **waive covenants** for 12 months
- Banks agreed to a deferral of **amortization** on capex loan
- Castellana will **continue to service interest** payments as normal


**VALUATION
ASSUMPTIONS**

- **Valuation prepared as at 31 March 2020 reflects the possible impact of Covid-19** and makes the following assumptions:
 - Rental discounts considered for the period April to December
 - Potential turnover rents and shopping centre income also impacted
 - Discount rates (IRRs) adjusted to reflect market sentiment
 - Lower market rental growth rates

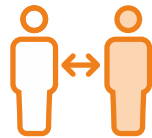
CASTELLANA PROPERTIES HAS IMPLEMENTED MORE THAN 200 HEALTH AND HYGIENE MEASURES IN EACH SHOPPING CENTRE TO ENSURE THEY ARE A SAFE PLACE FOR CUSTOMERS, TENANTS AND STAKEHOLDERS

3 MAIN OBJECTIVES



HEALTH & SAFETY

- Identification of high-risk areas within the health and hygiene of the asset
- Regular disinfection of centres post COVID-19
- Personal protective equipment (PPE) provided to our customers
- Health and hygiene protocols implemented



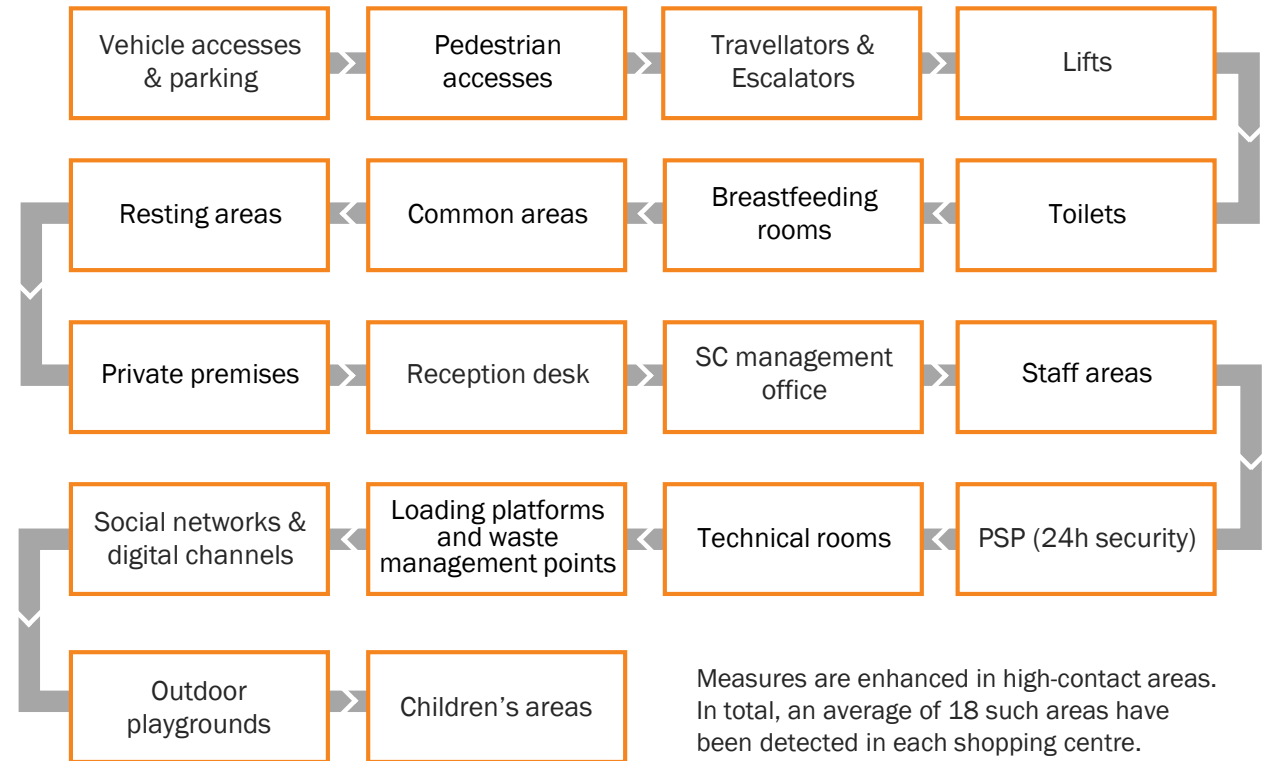
SOCIAL DISTANCING

- Maintain social distancing of 2 metres in centres.
- New signage affixed in shopping centres to raise awareness among customers and employees and keep them safe
- Active access ratio people / m2.



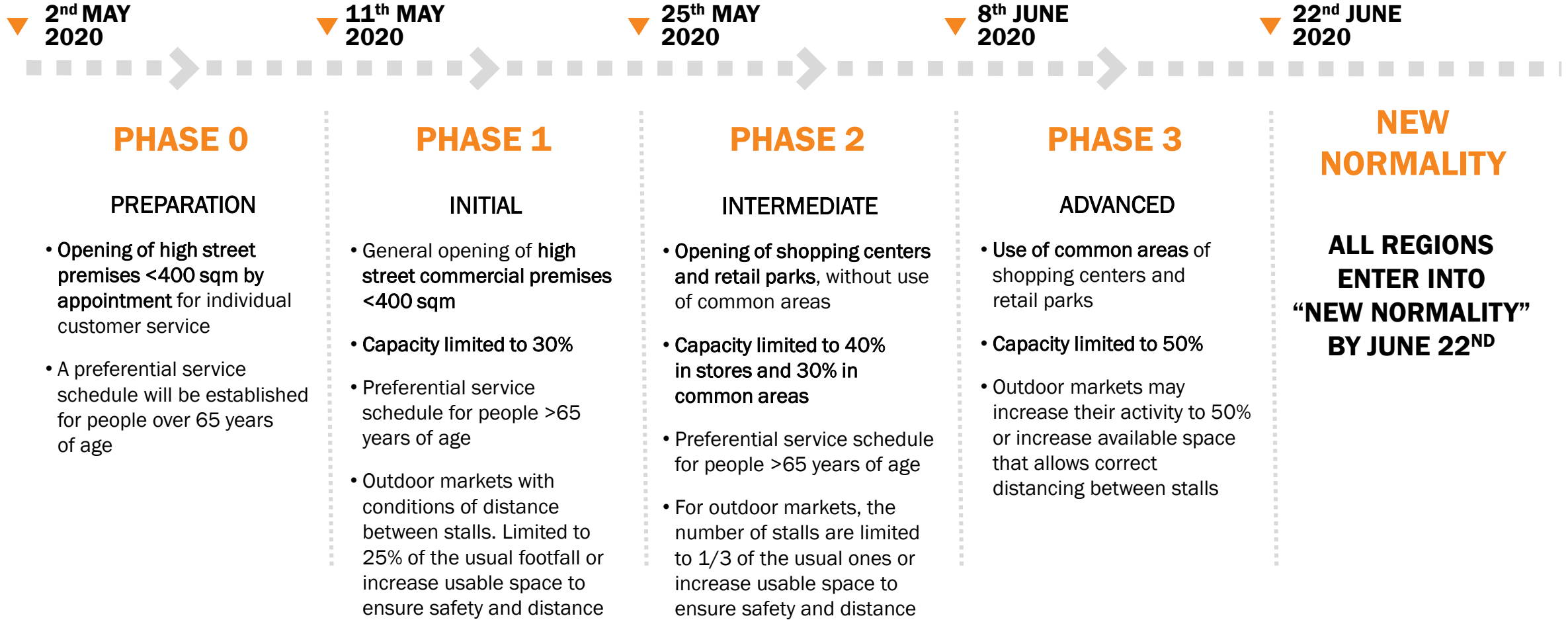
AWARENESS

- Raise awareness of Customers, Personnel and stores of COVID 19 Regulations and Protocols to apply
- Extensive communication campaigns to alert customers to the new normality



A Castellana COVID-19 protocol has been drawn up for all our centres

A GEOGRAPHICALLY DIVERSIFIED PORTFOLIO ALLOWED CASTELLANA PROPERTIES TO OPEN 12 OF ITS 16 CENTRES BY MAY 25TH



SHARP CONTRACTION IN LINE WITH REST OF EUROPE WITH STRONG REBOUND EXPECTED IN 2021



ECONOMY

- Spain's GDP is forecast to contract by up to 9.7% in 2020. Market consensus points to a **strong rebound** of the Spanish economy in 2021
- While **Spanish debt could reach 120%** of national GDP, in line with that of France, the **European Union's €3.4tr package should ease pressure on national deficits**
- ECB intervention via its **€870bn Pandemic Emergency Purchase Programme (PEPP)** and **low interest rates policy** suggests **debt costs will remain at low levels for a significantly longer period**
- Compared to the 2008 Great Financial Crisis when there was a significant spread between northern and southern European countries in terms of debt yields, **now Spanish 10Y bonds trade at similar yields to its northern neighbours**



EMPLOYMENT

- Pre-covid, unemployment was at **14%** but expected to rise to **20%** by year-end
- Still **well below the peak of 26%** reached in 2012



CONFIDENCE

- Robust and coordinated response** to protect and stimulate the economy by Spanish and European authorities should help quickly **restore business and consumer confidence**, which could bring back investment volumes and employment over a shorter period

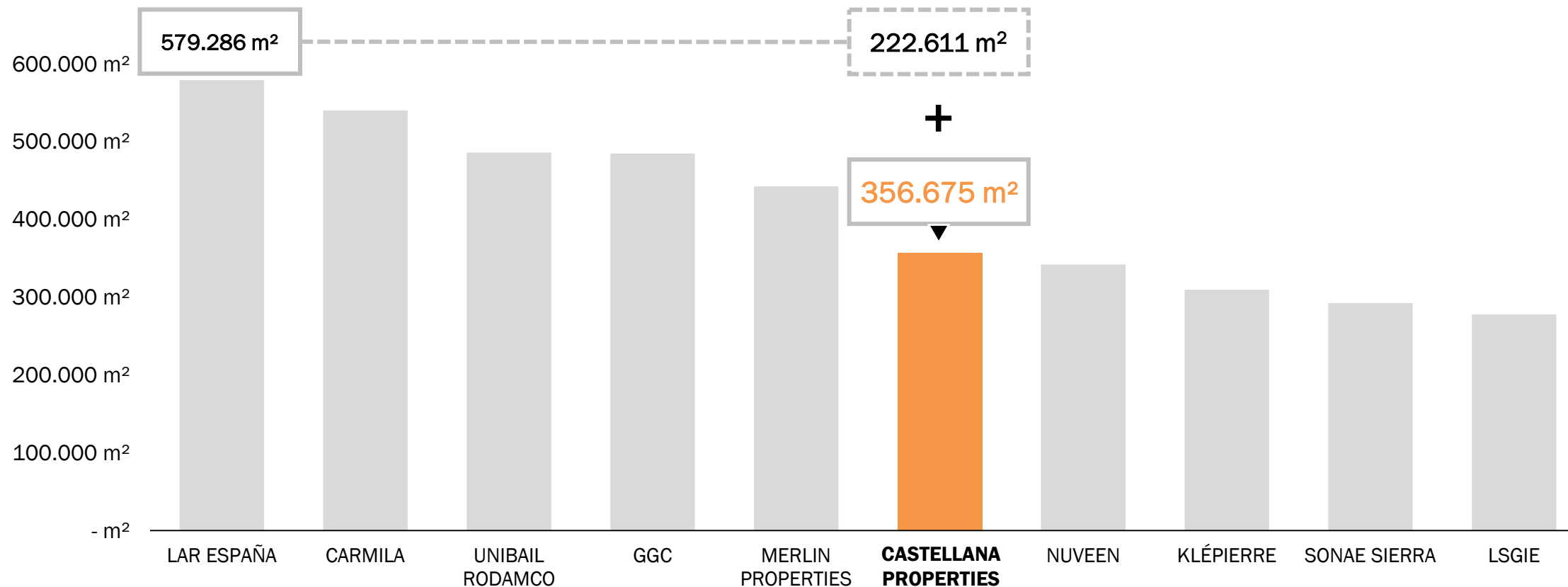


RETAIL AND TOURISM

- Retail Sales in March fell by 14.1% vs. March 2019.** Most shopping centres successfully re-opened on **25 May.**
- Number of tourists in March reached **2 million visitors compared to 5.6 million in March 2019 (-64%).** The Spanish Government opened the country to **international tourists on 1 July** in time for the summer season

WHERE ARE WE? – TOP 10 RETAIL PLAYERS BY OWNED GLA

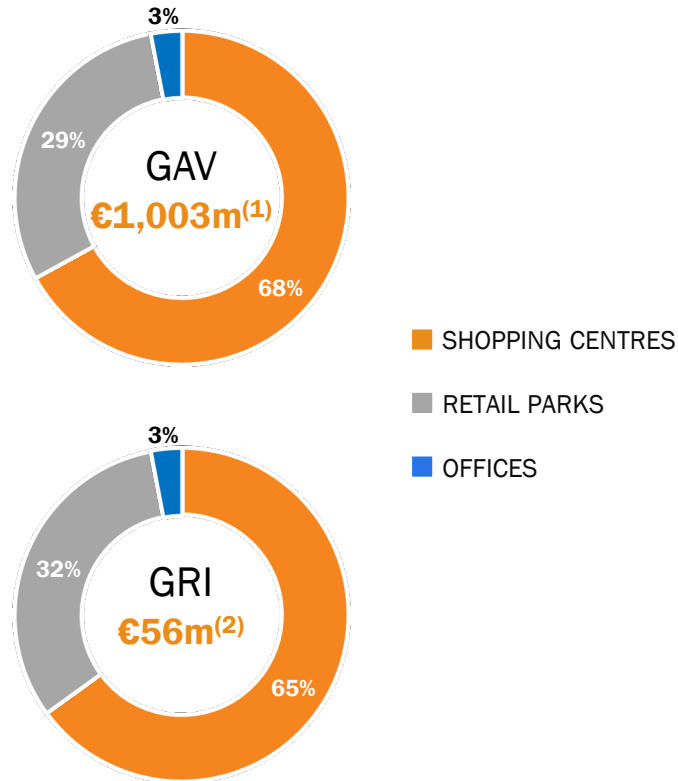
ON THE CUSP OF BECOMING MARKET LEADER, A 36% INCREASE IN GLA REQUIRED TO REACH THE TOP 3 AND 62% TO REACH THE TOP 1



Source: CBRE Ranking Property of Shopping Centers and Parks in Spain at June 2020

HIGHLY DIVERSIFIED RETAIL MIX LEADING TO SUSTAINABLE, HIGH QUALITY AND LOW RISK INCOME STREAMS

BREAKDOWN BY GAV AND GRI



RETAIL PORTFOLIO: FAST FACTS

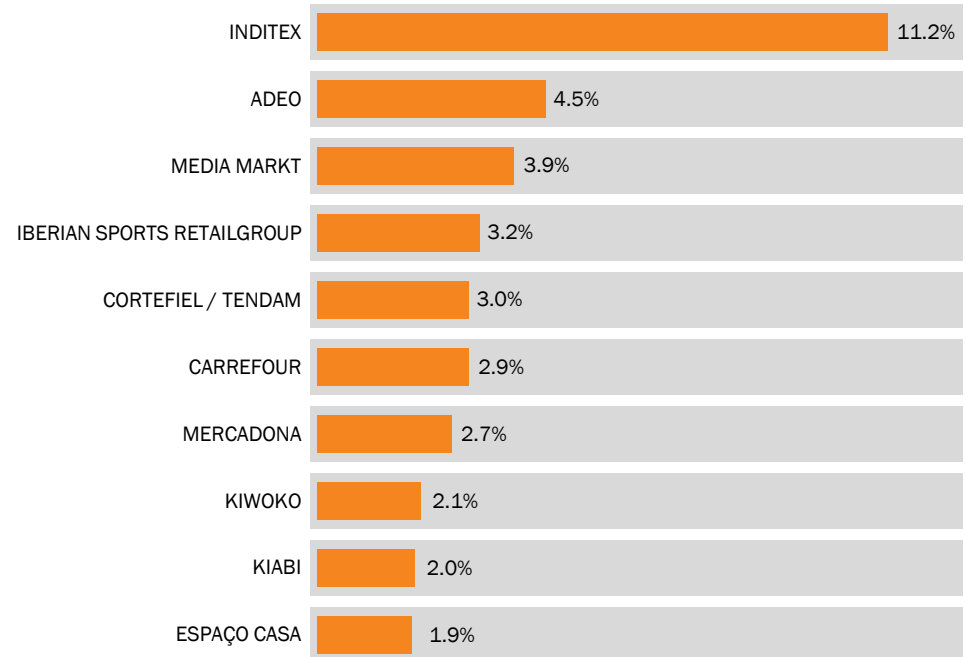
16
 ASSETS

356,675 sqm
 GLA

13.6 years⁽³⁾
 WAULT

98.2%
 OCCUPANCY

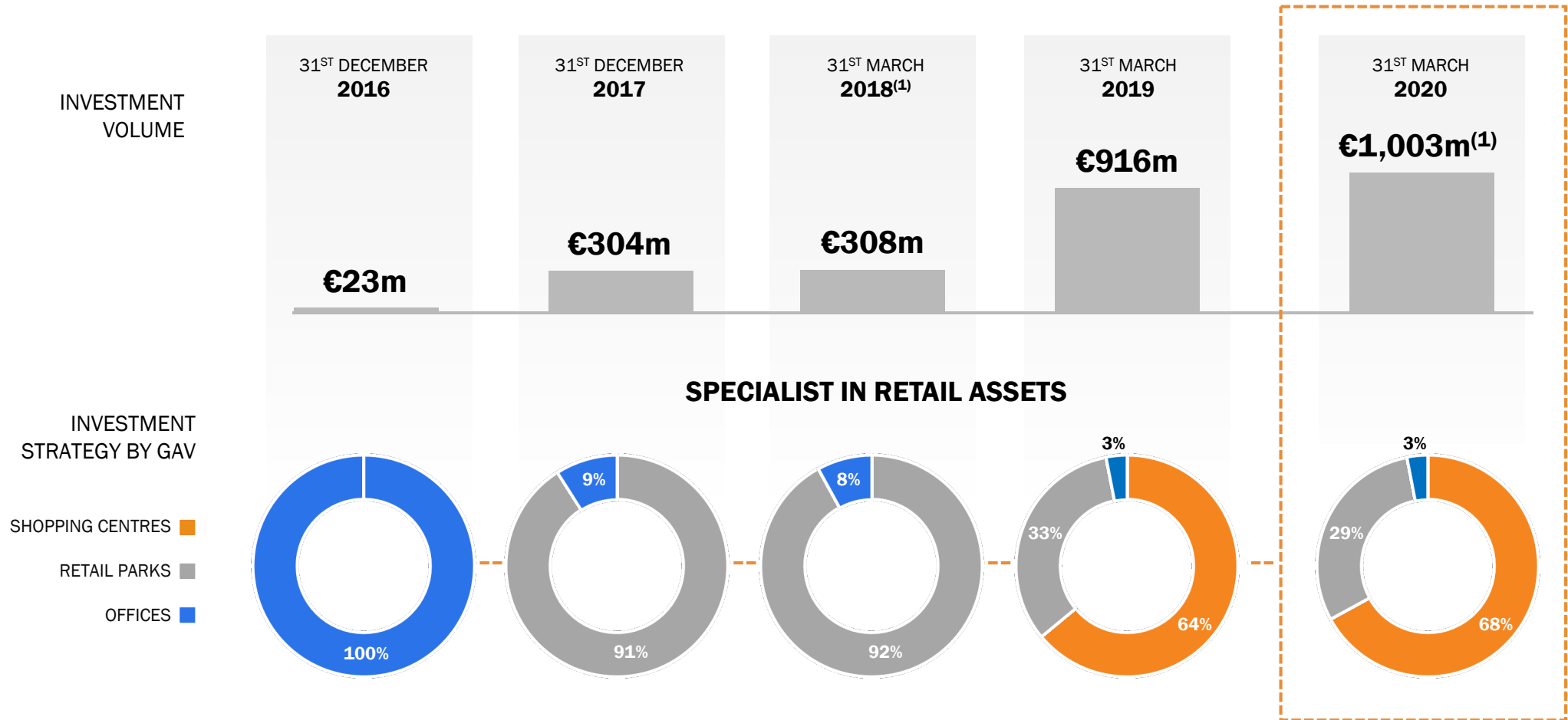
TOP 10 TENANT GROUPS BY RENT 31 MARCH 2020



TOP 10 TENANTS
38%
 OF RETAIL BASE RENT

(1) GAV at 31 March 2020
 (2) Data at FY2020 (12 months of FY2020 from April 2019 to March 2020)
 (3) WAULT is to expiry of lease excluding break options

ACCRETIVE ACQUISITIONS AND REVALUATION TOOK **PORTFOLIO VALUE OVER THE €1BN MARK**



⁽¹⁾ Fair value impact due to Covid-19 reflected within 31st March 2020 valuations. Net impact considering H1FY20 revaluations of c.€23.35m for FY2020

HIGHLY-QUALIFIED STAFF INTERNALIZED DEDICATED FULL TIME TO CASTELLANA WITH EXPERT KNOWLEDGE OF THE SECTOR

INTEGRATED FUNCTIONS & OPERATIVE VALUE ADD

ASSET MANAGEMENT

- Lease management via active negotiation to keep occupancy levels high and ensure growth in average rents
- Strong retail commercial mix and optimisation of new brands & trends
- Tried and tested track record and strong long-term relationships with retailers
- High rent collection rates maintained by ensuring low levels of arrears

DEVELOPMENT

- Selective capex in projects that will provide value-add and enhanced income growth
- Full control of projects ensuring they do not overrun and deadlines are met
- Strong long-term suppliers relationships and in-depth market knowledge

INVESTMENTS

- Sound organic acquisitions at attractive capital values based on probability and steady dividend growth
- Strategic acquisitions, properties that are dominant in their catchments, with potential for value uplift and increasing NOI

ACCOUNTING & FINANCE

- Robust business with strict management of actual vs. budget and monitoring focused on dividend forecast
- Extensive scenario modelling undertaken to understand the impacts on the business
- Large buffer to ensure healthy cash position
- Capex project monitoring based on ROI performance
- Frequent and detailed financial reports to ensure a proactive approach from Management

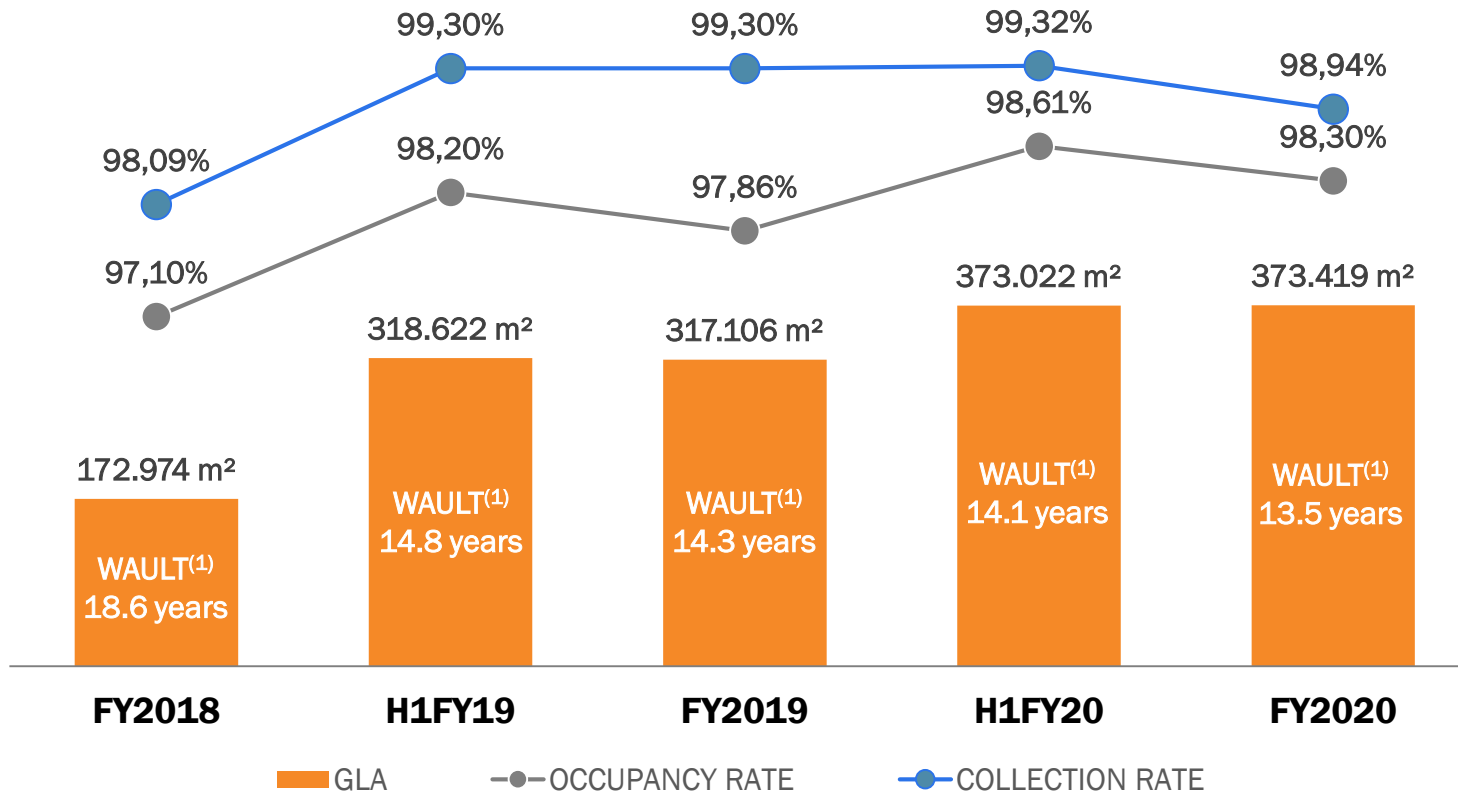
CORPORATE VALUE ADD

- 1 Highly-qualified staff dedicated full time to Castellana with expert knowledge of the sector**
- 2 Strong operational approach with a core focus on active asset management**
- 3 Optimise and share processes and resources via synergies and cost reduction**
- 4 Incentivised exclusively by dividend growth, therefore aligned with Shareholders**
- 5 Facilitating decision-making and establishing strategy consistency**
- 6 Highly flexible and easily adaptable to changes thanks to effective coordination between all-parties**
- 7 Simplicity and transparency via responsible asset management**

LEASING ACTIVITY



STRONG LEASING ACTIVITY WITH POSITIVE TRENDS RESULTING IN A HEALTHY BUSINESS PORTFOLIO
 CONTINUED FOCUS ON ASSET MANAGEMENT WITH HIGH OCCUPANCY AND STRONG COLLECTION RATES



OCCUPANCY ALMOST FULLY LET

Rent collection kept at over 98% at all times, reaching c.99% in the final portfolio mix

RENT COLLECTION STABILIZED

Occupancy rate over 98% and increasing in each period, not considering the period FY2019 due to Granaita Reconfiguration Project

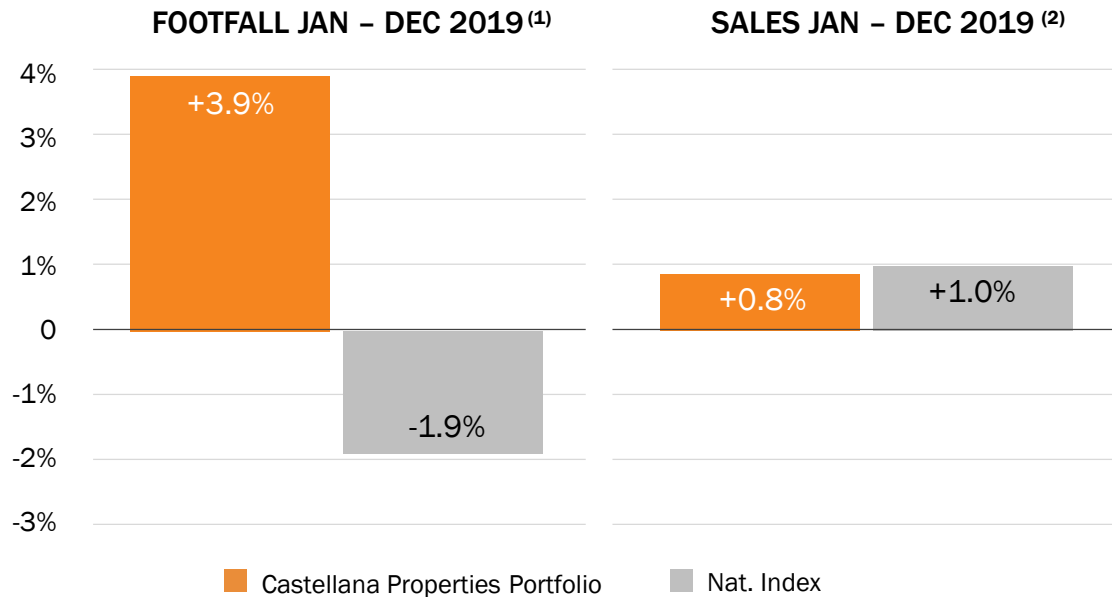
SOLID WAULT

WAULT stable, breaking above c.14 years in the final portfolio mix of FY2018

(1) Calculation is to expiry of lease excluding break options

(2) Small decrease in the total GLA in FY2019 due to Granaita Reconfiguration Project

CASTELLANA PROPERTIES PORTFOLIO CONTINUES TO GROW AND OUTPERFORM IN 2019



FOOTFALL

- Strong positive trend across the portfolio (+ **3.9%** YTD 2019) vs. national index (- **1.9%**).
- Excluding Los Arcos and Bahía Sur, which are currently undergoing refurbishment, footfall at the company's shopping centres broke above **+10%**.
- Puerta Europa recorded the highest growth in 2019, **+25.5%**, after seeing a total of 13 new stores opened, including Zara, Stradivarius, JD Sport, Hawkers and McDonalds.
- Granaita, which opened in March after Castellana Properties invested €5.5 M in its renovation and consolidation under the same brand, closed the year with **10.1%** growth in footfall.

SALES

- Castellana's portfolio closed 2019 with a positive sales figure (**+0.8%**), in line with national index.
- Excluding Los Arcos and Bahia Sur, which are currently undergoing refurbishment, sales in the shopping centre segment climbed by **+ 1.3%**.

(1) Footfall Data: Castellana's portfolio includes El Faro, Bahía Sur, Los Arcos, Vallsur, Habaneras, Puerta Europa and Granaíta Retail Park. There are no footfall counters in the other retail parks. Nat Index: Shoppertrak source.

(2) Sales Data: Castellana's portfolio includes all retail properties. Nat Index: AECC source.

COMPANY STANCE / FINANCE KPI's
FINANCIAL DEBT POSITION

€ MILLION	31/03/2020	31/03/2019
Gross Asset Value (GAV)	1,003.49	916.47
Gross Debt	493.83	450.35
Cash	49.06	29.39
Net Debt	448.35	420.96

METRICS

Gross LTV ⁽¹⁾	49.21%	49.14%
Net LTV ⁽²⁾	44.68%	45.93%
Hedging debt	89.98%	98.66%
All-in cost ⁽³⁾	2.47%	2.24%
Average maturity	5 years	6 years

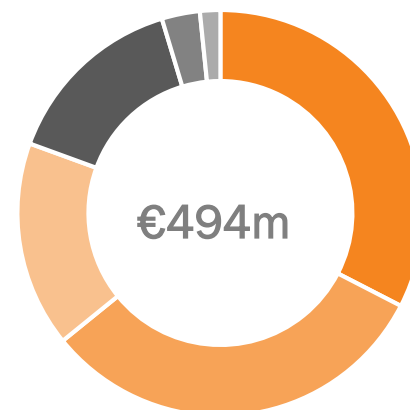
STRESS TEST

Gross ICR	4.75 times	5.18 times
Transactional ICR Covenant Level	1.15 times	1.15 times
ICR stress level margin (%)	63.08%	71.60%
ICR stress level amount (€m)	34.73	26.37
Gross LTV	49.21%	49.14%
Transactional LTV Covenant Level	60.00%	60.00%
LTV stress level margin (%)	17.98%	18.10%
LTV stress level amount (€m)	180.44	165.89

(1) Gross LTV calculated considering Nominal Debt excluding MTM of Derivatives

(2) Net LTV calculated considering Nominal Debt excluding MTM of Derivatives excluding restricted Cash

(3) Considering all interest, commissions & fees, IRS and all financing transaction costs



- AAREAL BANK €161m
- ALLIANZ BANK €156m
- CAIXABANK €81m
- SANTANDER €73m
- LIBERBANK €15m
- B. PICHINCHA €8m



**Alfonso Brunet**

CEO & EXECUTIVE DIRECTOR

Real Estate expert with more than 20 years of experience in the industry, from retail and offices to industrial & logistics. Alfonso holds a Bachelor's Degree in Business Administration specialising in Finance from Boston University. For the last 14 years he has worked in the retail Real Estate industry heading up a variety of projects, including Country Head at Pradera, a Private Equity Retail Fund

**Debora Santamaría, MRICs**

CFO & EXECUTIVE DIRECTOR

Senior financial expert with more than 18 years of experience in finance, mainly in auditing and consulting. Before joining Castellana, she worked as a Financial Director in another Spanish Socimi for 4 years. She holds a degree in Business Administration and is a Member of the Official Registry of Accounting Auditors (ROAC) and the Royal Institution of Chartered Surveyors (RICS)

**Julio García**

CHIEF OPERATIONS OFFICER

Senior expert with over 24 years of experience in the retail and shopping centre industry. Julio holds a Degree in Business Administration from the University of Cadiz. He joined Castellana Properties after 17 years at Pradera where he held a similar position and before that he spent 5 years working in Shopping Centre Management at Carrefour Property

**Pedro Díaz**

CHIEF DEVELOPMENT OFFICER

Expert architect specialising in the retail and shopping centre property industry with more than 30 years of experience. Pedro holds a Degree in Building Engineering from Madrid's Polytechnic University and is responsible for the company's development area. Before joining Castellana Properties in 2017, Pedro worked for various multinationals, such as Carrefour and Pradera Fund, where his roles included developing and managing technical aspects of the asset portfolio

**Cristina Macarrón**

CHIEF MARKETING OFFICER

Cristina holds a Bachelor's Degree in Business Administration from the University of Zaragoza and has worked in the marketing industry for more than 11 years. Before joining Castellana, Cristina worked in various international companies, including Unibail-Rodamco-Westfield where she spent 7 years. She began her career as a Marketing Manager at Los Arcos SC and after the SC's rebranding, she moved to its HQ as Digital&Loyalty and Communication Manager, managing all the company's corporate communication in Spain

**Omar Khan**

CHIEF INVESTMENT OFFICER

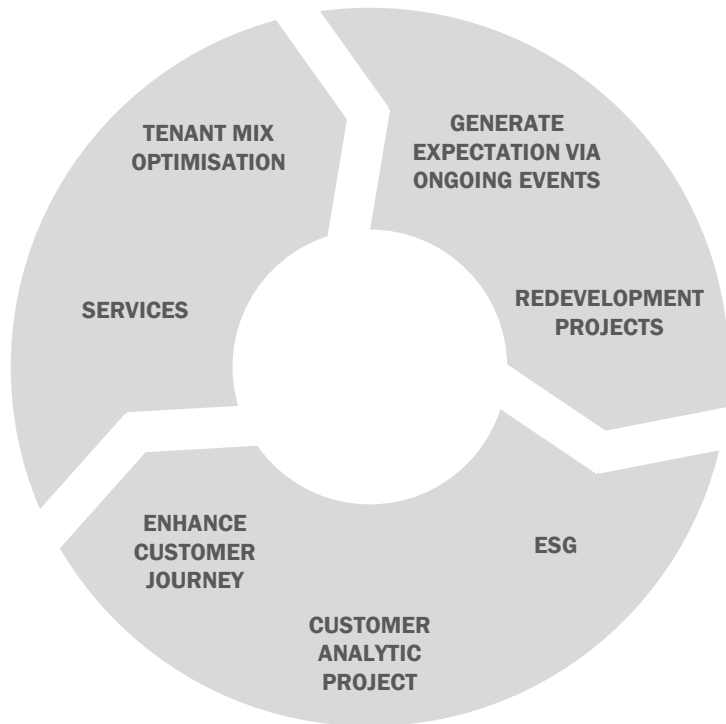
Real estate investment expert with over 11 years of experience in the areas of deal-making, transaction structuring, due diligence, valuations and asset management. Omar holds an MSc in Real Estate Finance and Investment from the University of Reading and is a professional associated valuer. Before joining Castellana Properties he was part of the Vukile investment team. Prior to that, he spent time at Investec Bank and the Public Investment Corporation (PIC)



CUSTOMER-CENTRIC APPROACH

THE CUSTOMER EXPERIENCE

ENCOMPASSES ALL TOUCHPOINTS IN THE CUSTOMER JOURNEY



CUSTOMER ANALYTICS PROJECT

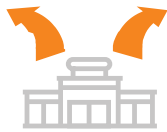
GETTING TO KNOW OUR CUSTOMERS BETTER

BOTTOM UP APPROACH TO CUSTOMER ENGAGEMENT



IN SHOPPING CENTRE

Understand customer behaviour inside the shopping centre and interact with them, investing in a customer relationship management tool (CRM) that provides in-depth analytics of customer activities



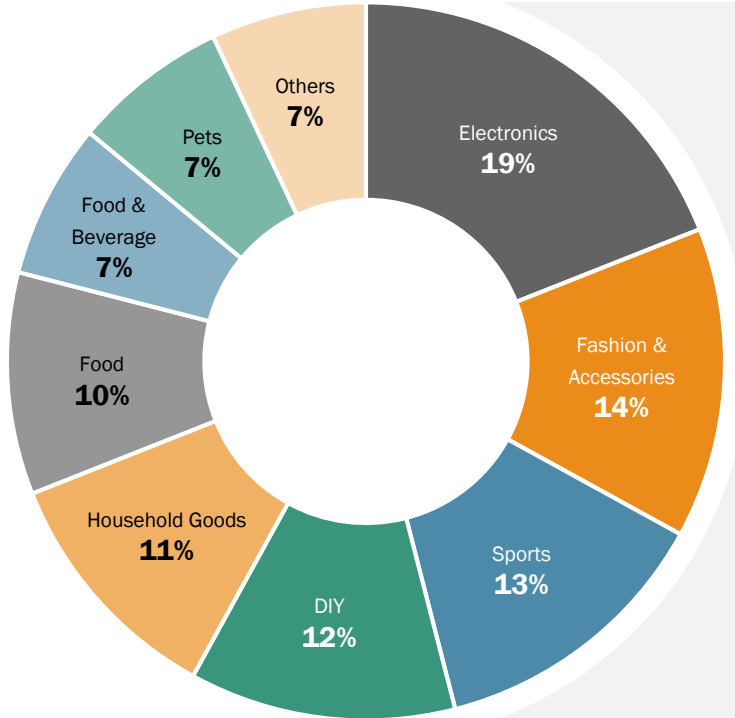
OUTSIDE SHOPPING CENTRE

Gain market insights for the catchment areas via new tech-based market studies, and use that knowledge to position the centre as the primary retail destination



TENANT MIX TRANSFORMATION INTO A **HIGHLY DIVERSIFIED RETAIL PORTFOLIO WITH LOW RISK PROFILE**

CATEGORY BY RENT
31 MARCH 2018

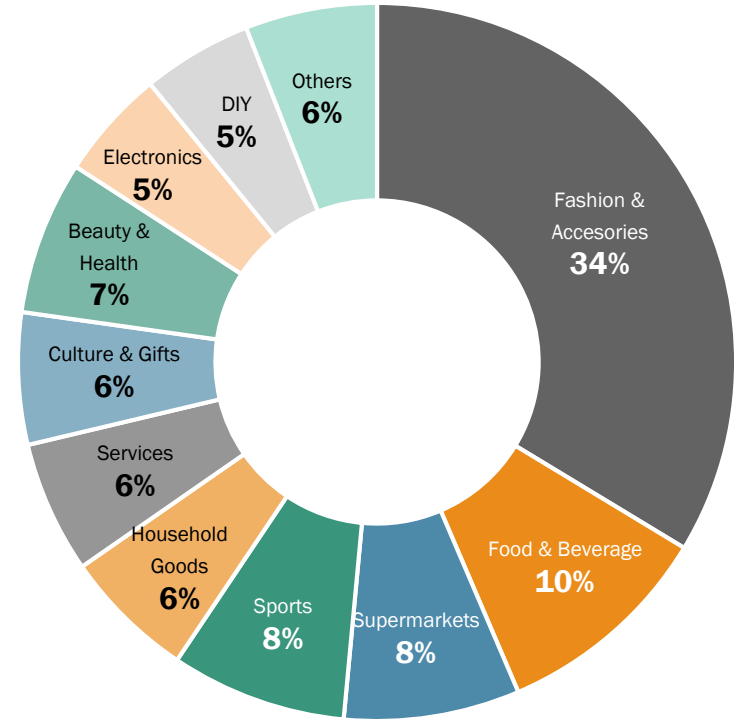


Customers are more demanding of F&B. Castellana Properties is heavily invested in refreshing its F&B offering (i.e. El Faro Repositioning project).

Resized electronics units - adjusting stores to retailer's needs. Mitigating risks and re-letting new units to additional retailers to optimise retail mix.

Fashion & Accessories has also increased its weighting thanks to portfolio diversification via shopping centre acquisitions.

CATEGORY BY RENT
31 MARCH 2020



POTENTIAL GRI GROWTH

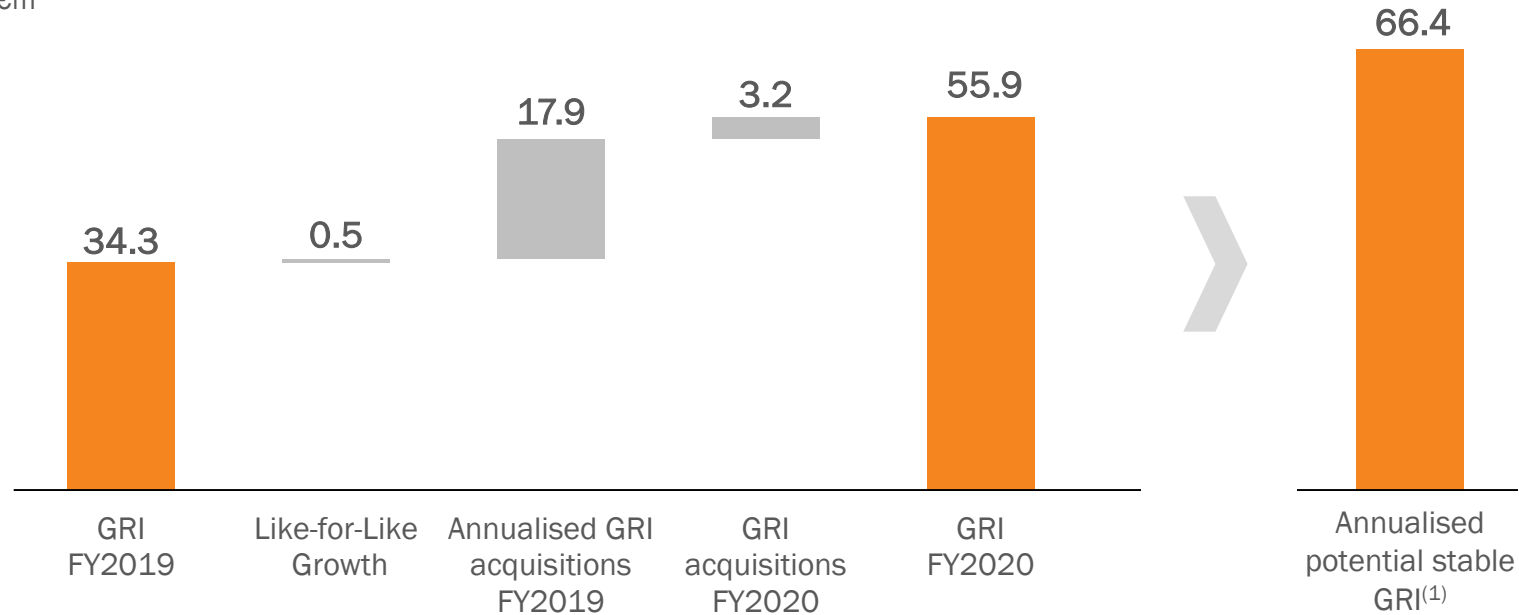
Like-for-Like Growth of 2.78%

Potential Portfolio GRI Annualised over €66m

RETAIL PARKS	+2.75%	LfL GROWTH ⁽²⁾
OFFICES	+3.00%	+2.78%

€m

SHOPPING CENTRES	€45.5m	68.5%
RETAIL PARKS	€18.9m	28.4%
OFFICES	€2.0m	3.1%



(1) Annualised GRI considering new units acquired during FY2020 and under Repositioning Project

(2) Calculated considering same portfolio and same period for FY2019 and FY2020 excluding annualised rents



GRANAITA, THE LARGEST RETAIL AND LEISURE PARK IN GRANADA, REOPENED ITS DOORS AT THE END OF MARCH 2019.



The new park is the result of merging the former Kinépolis retail park and Alameda SC. Now, Granaita offers a wide range of food, leisure, fashion and F&B options to the region of Granada.

KEY ACHIEVEMENTS:

- **Interior upgrades** – providing the complex with better lighting and a more modern look and feel
- **A unique and powerful brand** to improve the retail offering and customer experience
- New outdoor units designed for enjoying the **outdoor terraces**
- Customised high visibility indoor & outdoor **children’s playground**
- **New green areas**



€5.5M
invested



Occupation rate increased from **48.4% to 98.2%**



+598k
Increase in NOI



+15% footfall
since reopening



ROI 10.8%



New Key Retailers
to boost traffic

(1) Data related to former Kinépolis LC
(2) YTD Data from April to December 2019

ASSET SNAPSHOT

- In July 2019, Castellana acquired Puerta Europa, a shopping centre in Algeciras.
- Puerta Europa was bought from Värde Partners and has provided significant value-add to Castellana.
- A dominant centre in Algeciras that offers stable and growing NOI with significant value-add opportunities, the centre fits well with Castellana's investment strategy.
- The centre offers below-market rents with strong sales levels, thereby presenting opportunities for NOI growth in the medium to long term.



ASSET STRATEGY

- Strategically increasing ERV's of existing tenants to take advantage of low effort rates.
- Improve tenant mix by replacing underperforming tenants with stronger brands at higher ERV's.
- Improve the F&B and leisure offering.
- Enhance marketing initiatives to boost footfall.
- Improve internal and external façade in the long term.

KEY DEVELOPMENTS SINCE ACQUISITION

- **New Tenant Openings:** Mango, McDonalds, Pandora, Primor, JVZ, Original Kebap, Distroller, Café Pirata and Okay Café.
- **Image Revamps:** Stradivarius, Mayoral, OTS and Decimas.
- **Relocations:** Mary Paz and Belros.

ASSET HIGHLIGHTS

+37%
INCREASE
IN GROSS SALES

98.7%
OCCUPATION RATE
FROM 97% TO 98.7%

+10%
GROWTH IN GAV FROM
EUR57M TO EUR63M

+24%
INCREASE IN FOOTFALL
FROM 3.9M TO 4.8M

DIVERSIFIED TENANT MIX

FASHION

ZARA lefties

FOOD & BEVERAGE



LEISURE



SPORTS

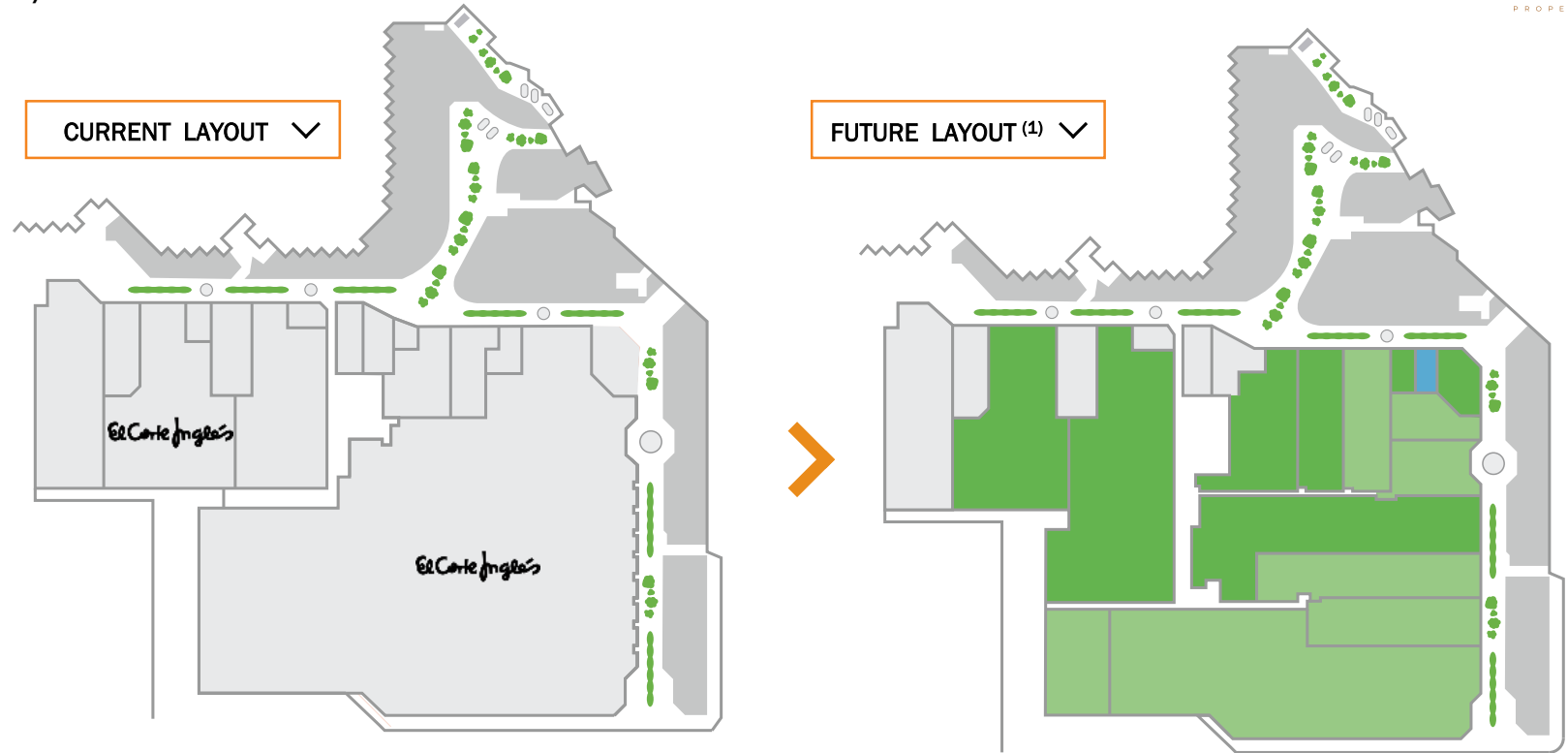


KEY METRICS

GLA	29,757
Catchment	311,110
Average Occupancy Cost Ratio (OCR)	10%
Average Rent (EUR/sqm)	14.18
Purchase Date	31-JUL-2019



ACQUISITION OF EL CORTE INGLÉS UNIT TO REINFORCE THE DOMINANCE OF THE CENTRE, BRINGING NEW AND EXCITING TENANTS TO THE CADIZ REGION



■ Unit signed ■ Unit committed. Advanced negotiations ■ Unit under negotiation

RETURN METRICS

Acquisition Cost €19.5m
 Capex Budget €17.8m
 Additional NOI created €2.25m

13
NEW BRANDS

19,280 sqm
GLA AFFECTED

95.9 %
OF GLA SIGNED AND COMMITTED

(+38.4% HOTs have been converted into 4 lease agreements, 7,404 sqm in the last 6M)



NEW BRANDS



Q4 2020
REOPENING

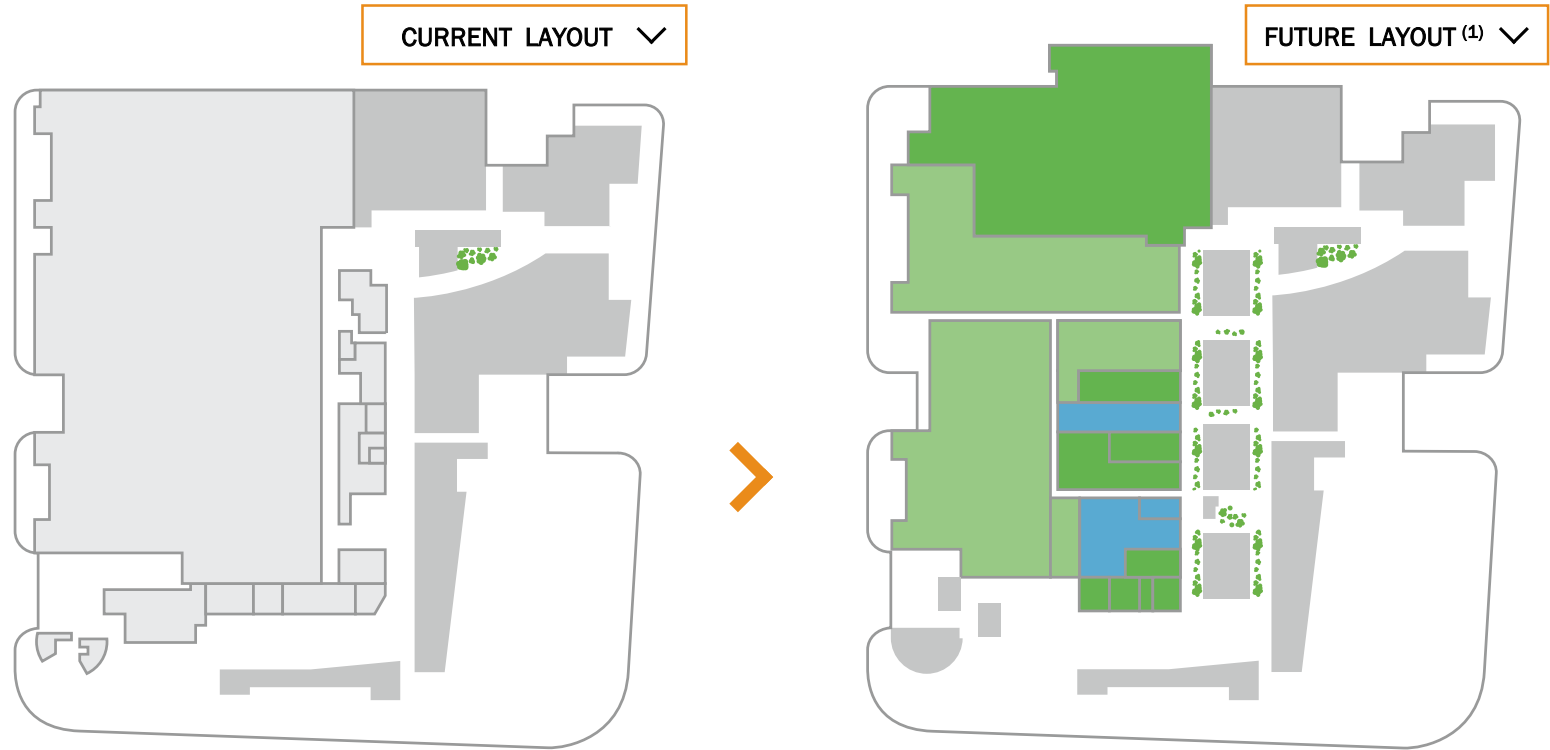
(1) Colour blocked areas refer to units affected by the project



Although COVID -19 has delayed the delivery of a few units, the project is making good progress. First brands (Zara, Lefties, Kiko) will open during summer 2020



ACQUISITION OF HIPERCOR UNIT
ENABLING IMPROVED TENANT MIX
ALONG WITH STREET LEVEL
RECONFIGURATION



RETURN METRICS

Acquisition Cost	€17.3m
Capex Budget	€6.3m
Additional NOI created	€1.36m



Q4 2020
REOPENING

14
NEW BRANDS

11,247 sqm
GLA AFFECTED

84.9%
OF GLA SIGNED
AND COMMITTED
(7.8% HOTs have been
converted into 5 lease
agreements in the last 6M)



NEW BRANDS

(1) Colour blocked areas refer to units affected by the project

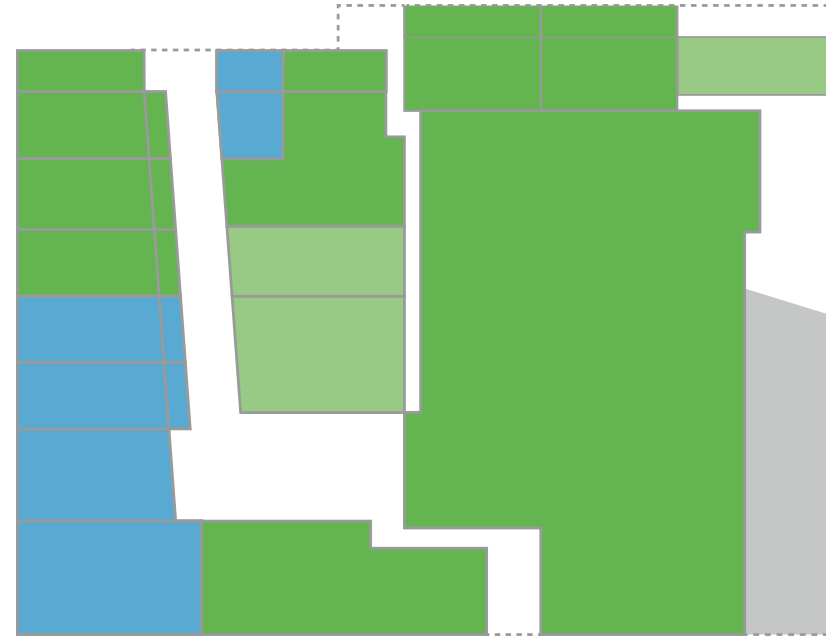


Works inside the centre have been progressing during Covid-19, in order to capitalise on the shopping centre's closure. Mercadona, Decimas, Etam, Soloptical, Extensionmania, Jolfer, Movistar and Game will open in July.



UNLOCKING VALUE BY TRANSFORMING FORMER DIY BOX INTO ATTRACTIVE F&B PLAZA

FUTURE LAYOUT (1) ▾



■ Unit signed ■ Unit committed. Advanced negotiations ■ Unit under negotiation

RETURN METRICS

Capex Budget €4.5m

Additional NOI created €0.25k

17
NEW BRANDS

9,833 sqm
GLA AFFECTED

65.1 %
OF GLA SIGNED
AND COMMITTED



NEW BRANDS

(+14,61 % HOTs have been converted into 5 lease agreements, 1,454 sqm in the last 6M)



Q4 2020
REOPENING

(1) Colour blocked areas refer to units affected by the project



Major drive to push the project forward in the last 6M (+25% GLA signed and committed). Although the opening of Yelmo Cines will be delayed a few months due to Covid -19, there has been significant progress with the works and units are ready to be delivered



CASTELLANA PROPERTIES IS CREATING AN AMBITIOUS ESG (ENVIRONMENT, SOCIAL AND GOVERNANCE) STRATEGY AND ASPIRES TO STEP UP AND BECOME A LEADING LIGHT IN THIS AREA IN THE SECTOR, CREATING STRONGER RELATIONSHIPS WITH CUSTOMERS AND COMMUNITIES

OUR ESG APPROACH



ENVIRONMENTAL

- We support making all the improvements in our buildings that can help reduce our carbon footprint and combat climate change. We support sustainable cities, championing initiatives to reduce consumption, and encourage the circular-economy and green areas.
- **Examples:** Implementation of LED lights, waste management, consumption savings and more



SOCIAL

- We are committed to the communities in which we operate and work hand-in-hand with local authorities and stakeholders to grow together. We want to create the most people-centric centre our industry
- **Example:** charitable initiatives in our SCs, employee diversity and training programs, and more

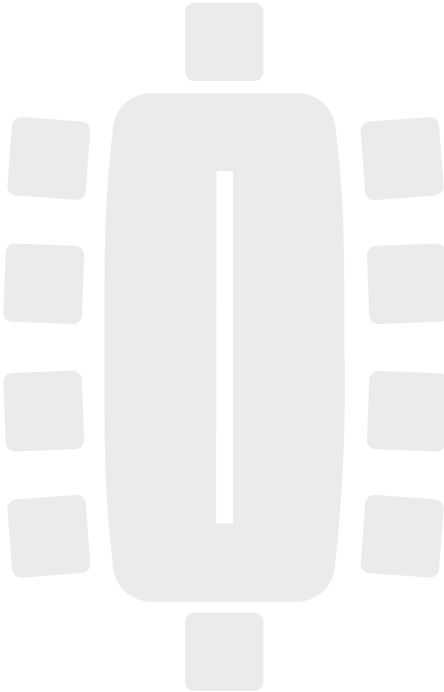


GOVERNANCE

- We adopt the highest standards of governance across all our projects and have a best-in-class and experienced BoD
- Committed to the highest level of honesty, transparency and integrity
- **Example:** implementation of international REIT best practices



■ **Laurence Rapp**
CHAIRMAN OF BOD AND CHAIRMAN OF REMCO



■ **Alfonso Brunet**
CEO & EXECUTIVE DIRECTOR

■ **Michael John Potts**
NON-EXECUTIVE INDEPENDENT DIRECTOR

■ **Nigel George Payne**
NON-EXECUTIVE DIRECTOR

■ **Guillermo Massó**
NON-EXECUTIVE INDEPENDENT DIRECTOR
& CHAIRMAN ARC

■ **Débora Santamaría**
CFO & EXECUTIVE DIRECTOR

■ **Jorge Morán** ■ ■
NON-EXECUTIVE INDEPENDENT DIRECTOR

■ **Adam Lee Morze**
NON-EXECUTIVE DIRECTOR

■ **Laurence Cohen**
NON-EXECUTIVE DIRECTOR

■ **Javier Hernández Galante**
NON-DIRECTOR SECRETARY

■ REMUNERATION COMMITTEE

■ AUDIT AND RISK COMMITTEE



PORTFOLIO IN DETAIL AT 31 MARCH 2020

Nº	PROPERTY DESCRIPTION	ACQUISITION DATE	GLA (m ²)	PARKING SPACES	MARKET VALUE	OCCUPANCY (%)
1	El Faro	31/07/2018	43,593	2,840	161,970	96.79%
2	Bahía Sur	31/07/2018	36,433	2,818	140,670	97.02%
3	Los Arcos	31/07/2018	29,696	1,800	135,760	98.77%
4	Vallsur	31/07/2018	35,212	1,870	91,390	96.12%
5	Habaneras	09/05/2018	24,166	802	88,930	98.99%
6	Puerta Europa	31/07/2019	29,732	1,958	62,930	96.94%
SHOPPING CENTRES			198,831	12,088	681,650	97.23%
7	Granaita	05/12/2017	54,571	3,316	111,120	98.67%
8	Parque Oeste	29/06/2017	13,604	723	50,170	100.00%
9	Parque Principado	29/06/2017	16,246	403	33,130	100.00%
10	Marismas del Polvorín	29/06/2017	18,220	623	27,340	100.00%
11	La Heredad	29/06/2017	13,447	400	19,250	96.01%
12	La Serena	29/06/2017	12,405	614	15,470	100.00%
13	Pinatar Park	05/12/2017	13,261	367	15,030	100.00%
14	Mejostilla	29/06/2017	7,281	225	8,440	100.00%
15	Motril Retail Park	29/06/2017	5,559	285	8,530	100.00%
16	Ciudad del Transporte	29/06/2017	3,250	734	6,990	100.00%
RETAIL PARKS			157,844	7,690	295,470	99.20%
17	Alcobendas Building	30/05/2016	11,046	113	20,650	100.00%
18	Bollullos Building	30/05/2016	5,698	174	5,720	100.00%
OFFICES			16,744	287	26,370	100.00%
TOTAL PORTFOLIO			373,419	20,065	1,003,490	98.30%

EL FARO



BAHÍA SUR



LOS ARCOS



GRANAITA ⁽¹⁾



VALLSUR



GAV	€162.0m	€140.7m	€135.8m	€111.1m	€91.4m
Province	Badajoz	Cádiz	Seville	Granada	Valladolid
Catchment Area (Inhabitants)	517,491	674,250	1,499,884	628,002	477,746
Gross Lettable Area	43,593 m ²	36,433 m ²	29,696 m ²	54,571 m ²	35,212 m ²
Monthly Rent	€19/m ²	€31/m ²	€31/m ²	€10/m ²	€15/m ²
Sector	Shopping Centre	Shopping Centre	Shopping Centre	Retail Park	Shopping Centre
Major Tenants	Primark, Zara, Media Markt	Zara, Bershka, Stradivarius	Toys 'R' Us, Zara, Kiabi	Decathlon, Mercadona, Leroy Merlin	Carrefour, Yelmo Cines, H&M
WALE	9.1 years	5.6 years	9.0 years	13.2 years	16.6 years
Vacancy	3.2%	3.0%	1.2%	1.3%	3.9%

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

HABANERAS



PUERTA EUROPA



PARQUE OESTE ⁽¹⁾



PARQUE PRINCIPADO



MARISMAS DEL
POLVORÍN



GAV	€88.9m	€62.9m	€50.2m	€33.1m	€27.3m
Province	Alicante	Cádiz	Madrid	Oviedo	Huelva
Catchment Area (Inhabitants)	531,670	311,110	5,856,325	866,511	318,213
Gross Lettable Area	24,166 m ²	29,732m ²	13,604 m ²	16,246 m ²	18,220 m ²
Monthly Rent	€19/m ²	€14/m ²	€16/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, Worten	Bricomart, Conforama, Intersport	Media Markt, Mercadona, Low Fit
WALE	8.1 years	11.2 years	19.9 years	11.4 years	21.3 years
Vacancy	1.0%	3.1%	Fully let	Fully let	Fully let

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

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