

H1 FY24 | April 2023 - September 2023

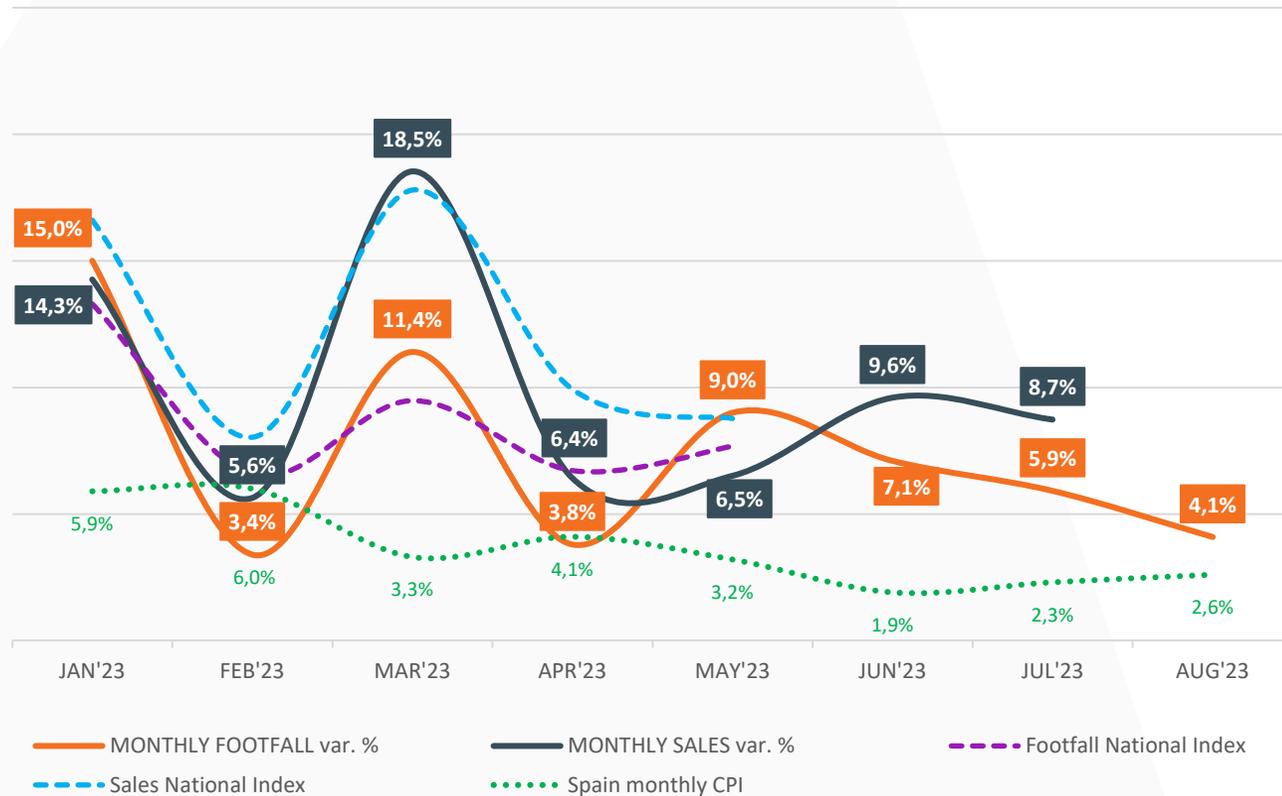
Pre-Close Presentation



FOOTFALL AND SALES INDEX

OUR ACTIVE ASSET MANAGEMENT CONTINUES TO DELIVER IMPRESSIVE GROWTH IN FOOTFALL AND SALES

MONTHLY VARIATION 2023 vs 2022



FOOTFALL:

- The accumulated number of visits for the portfolio increased by +7.4% (YTD Aug'23 vs YTD Aug'22), compared to the same period last year - which already was an improvement on the same period in 2019.
- Monthly visits at all assets are higher than those registered in 2022 (YTD Aug'23 vs YTD Aug'22: Los Arcos +12.6%, Habaneras +10.9%, Bahía Sur +8%, Puerta Europa +7.6%, Granaita +6.1%, El Faro +5% and Vallsur +3.1%).
- We expect over 40 million visits to our shopping centres during 2023.

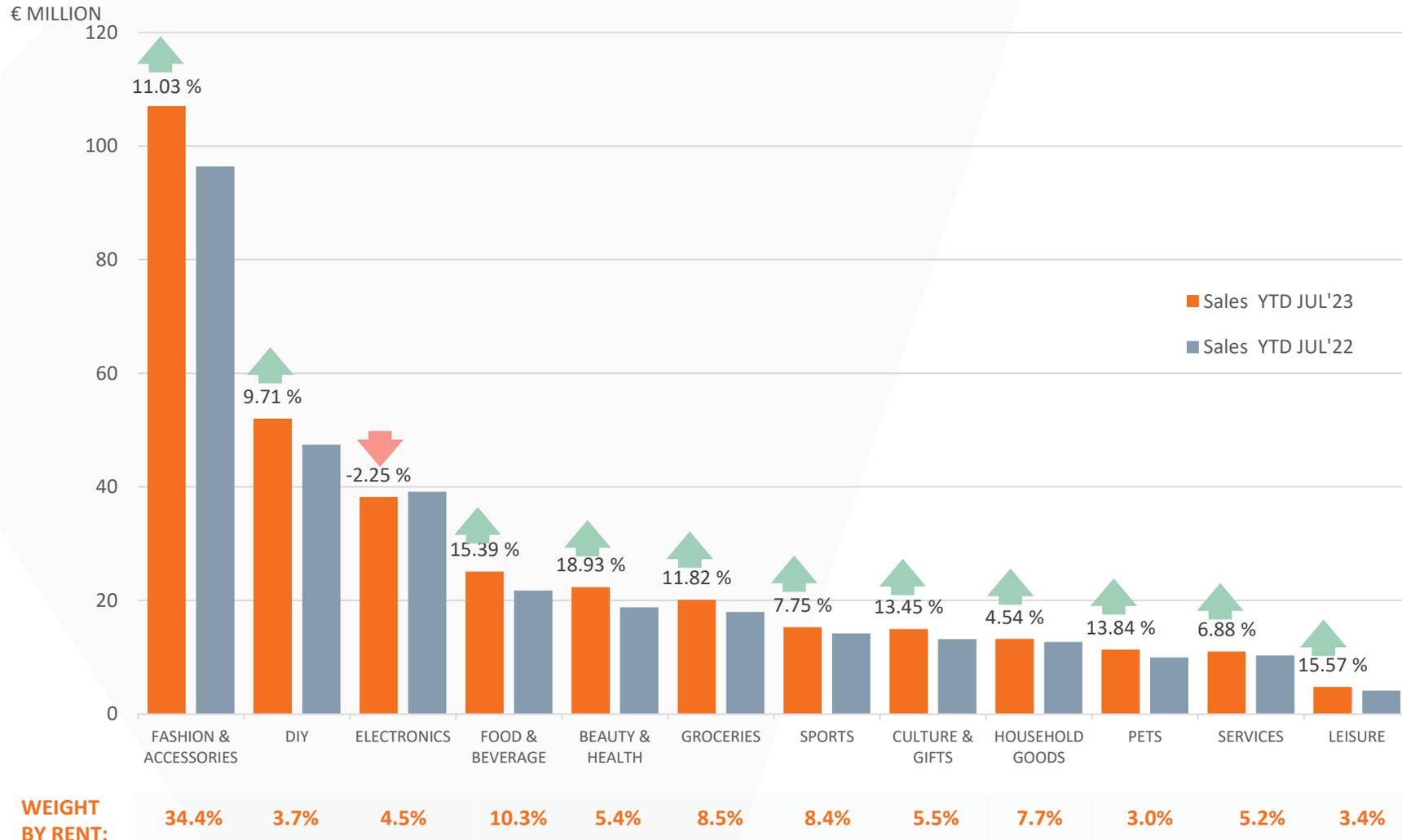
SALES:

- Our tenants continue to deliver increased sales monthly. Accumulated sales grew by +9.7% (YTD July'23 compared to YTD July'22).
- Sales in retail parks have increased by +4.6% (YTD July'23 vs YTD July'22) and in shopping centres an even greater result was achieved at an increase of +12.1%.
- Turnovers of all shopping centres are growing at double digit rates YTD July'23 vs YTD July'22 – all way above inflation.
 - Los Arcos +16.3%
 - Vallsur 13.5%
 - Habaneras +12.4%
 - El Faro +11.2%
 - Bahía Sur +11.2%

(1) Footfall data includes the following shopping centres: El Faro, Bahía Sur, Los Arcos, Vallsur, Habaneras, Puerta Europa, Granaita. There are no counters in the rest of the retail park assets. Granaita counts only cars, so we have estimated 2 people on average per car. Sales data includes all retail assets.

(2) Benchmark: AECC data.

SALES PERFORMANCE PER TENANT CATEGORY



- For our Fiscal Year (FY'24), YTD (April – July'23), sales increased by **+8.7%** compared to the same period in FY23, which was already an increase on the prior year.
- Almost all our categories are outperforming FY'22, notably F&B (+15.4%), Leisure (+15.6%) and Fashion & Accessories (+11%).

OPERATING METRICS

HIGHEST OCCUPANCY AND COLLECTION RATE IN THE MARKET

66

LEASES SIGNED ⁽¹⁾

36
RENEWALS

30
NEW CONTRACTS

€3.9m

NEW RENT SIGNED ⁽¹⁾

€2.0m
RENEWALS

€1.9m
NEW CONTRACTS



14,000 sqm

GLA SIGNED ⁽¹⁾

4,509 sqm
RENEWALS

9,491 sqm
NEW CONTRACTS

9.31%

AV. RENT INCREASE ⁽²⁾

7.54%
RENEWALS⁽³⁾

14.96%
NEW CONTRACTS

KEY KPI'S YTD 31st OF AUGUST 2023

OCCUPANCY

31 AUGUST
2023

98.8%⁽¹⁾

31 MARCH
2023

98.7%

RENT ARREARS

31 AUGUST
2023

1.3%

31 MARCH
2023

0.8%

RENT COLLECTION

31 AUGUST
2023

98.7%

31 MARCH
2023

99.2%

⁽¹⁾ Period reported from 1st April 2022 to 31st August 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

TRADING ENVIROMENT

ENERGIZING OUR MALLS THROUGH INNOVATION AND IMPROVEMENT OF CUSTOMER EXPERIENCE, BASED ON UNDERSTANDING OF OUR CUSTOMERS

- Castellana continues to reinforce the leisure offer in assets through differential campaigns and events
- 62.6% of our visitors surveyed after participating in events, responded that these were the reason for them coming to the shopping centre
- More than 23 200 new members have joined our loyalty programs so far since 1st of April 2023
- We remain focused on bringing innovative solutions to our centres, such as hosting the first dark kitchen in a mall in Spain. Introducing this new business model to the portfolio, allows us to utilise non-lettable residual spaces whilst providing our customers with a wider commercial offering
- Castellana has reinforced our commitment to improve the customer experience in our centres, by making them more convenient and comfortable.
- This has delivered great results, and more than 30 000 shoppers have used our services such as lockers to store shopping, electric chargers for electric scooters, breastfeeding rooms and playrooms, among others



TRADING Environment

EL FARO - HIPERCOR PROJECT

elfaro

Transformative project to strengthen the tenant mix with a supermarket, leisure and leading tier-1 fashion brands



GLA affected

20 112m²

Capex investment

€23 million

New brands

8

Start of the works

November 2023

Opening of new units

October 2024



TRADING Environment

VALLSUR REPOSITIONING PROJECT

vallsur

Strong investment to transform the 1st floor of Vallsur as a reference in F&B and leisure in the city

	GLA affected	10 171m ²
	Capex investment	€ 16.7 million
PHASE 1	New brands	12
	Start of the works	Already in progress
	Opening of new units	December 2023
PHASE 2	New brands	14
	Start of the works	February 2024
	Opening of new units	End of 2024



INVESTMENT IN LAR ESPAÑA

PROVING A GREAT INVESTMENT DECISION

- **Lar España presented very good set of operational results for the period H1 2023, in line with our forecast:**
 - Sales increased by **+7.5%** vs. H1 2022 and by **+16.1%** vs. H1 2019
 - **Footfall** increased by **+3.7%** vs. H1 2022 and **-2.9%** vs. H1 2019
 - Occupancy was maintained at **96%**
 - Accrued **GRI** reached €48.9m (**+16.4%** vs. H12022)
 - **Valuations** remained stable at **€1.465m** (**-0.5%** vs. December 2022)
 - **EPRA NTA to €10.76 p.s.** post FY 2022 dividend payment of €0.60 p.s
- **Positive retail park disposals for €129.1m “slightly above valuations”:**
 - Lar España concluded the sale of **Rivas Futura** and **Vistahermosa** retail parks for **€129.1m**, a figure that (according to Management) is slightly above valuations and book value
 - **Net yield** was **c. 6.3%** including transaction costs
 - Net proceeds will be used to buy other assets with better growth prospects
 - As part of the asset rotation strategy, Lar España will continue to look to sell its other mature retail parks: Abadía RP in Toledo and Vidanova RP in Sagunto (Valencia)
- **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 results
- **Profits from bond buyback and capital gains from asset disposals** provide extraordinary results for FY 2023, increasing Lar España’s ability to pay a higher dividend
- **Strong balance sheet and cash proceeds from asset disposals** position Lar España well for **growth opportunities**
- Current **share price reflects a c 10% increase on our in-cost, although still at a large discount of c 48% to NTA**



Thank
you very
much!



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