



Madrid, 18 de febrero de 2020

En virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014, sobre abuso de mercados y en el artículo 228, del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015 de 23 de octubre y disposiciones concordantes, así como, en la Circular 6/2018 del Mercado Alternativo Bursátil (**MAB**), VBARE Iberian Properties SOCIMI, S.A. (la "**Sociedad**" o "**VBARE**"), pone en conocimiento el siguiente:

### **HECHO RELEVANTE**

Por medio del presente hecho relevante, se adjunta la presentación de resultados del ejercicio finalizado el 31 de diciembre de 2019.

La documentación anterior también se encuentra a disposición del mercado en la página web de la Sociedad ([www.vbarealestate.com](http://www.vbarealestate.com)).

Quedamos a su disposición para cualquier aclaración que pueda ser necesaria.

D. Íñigo Sánchez del Campo Basagoiti  
Secretario No Consejero del Consejo de Administración  
VBARE Iberian Properties SOCIMI, S.A.



THIS RELEVANT FACT IS A TRANSLATION OF THE SPANISH VERSION. IN CASE OF ANY DISCREPANCIES, THE SPANISH VERSION SHALL PREVAIL.

Madrid, 18 February 2020

Pursuant to the terms set forth in Article 17 of EU Regulation No. 596/2014 with regard to abuse of markets and Article 228 of the Consolidated Text of the Stock Exchange Law, approved by Royal Legislative Decree 4/2015 dated October 23 and other related provisions, as well as Notice 6/2018 of the Mercado Alternativo Bursátil ("**MAB**"), VBARE Iberian Properties SOCIMI, S.A. (the "**Company**" or "**VBARE**") hereby publishes the following:

#### **RELEVANT FACT**

By means of the present relevant fact, it is attached the Results Presentation for the year ended on December 31, 2019.

The documentation is also available to the market on the Company's website ([www.vbarealestate.com](http://www.vbarealestate.com)).

We remain at your disposal for any clarification that may be necessary.

Mr. Íñigo Sánchez del Campo Basagoiti  
Non-Board Secretary of the Board of Directors  
VBARE Iberian Properties SOCIMI, S.A.



# 2019 RESULTS PRESENTATION AND ACTIVITY UPDATE



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# 2019 HIGHLIGHTS

**€ 3.4 M** NET CONSOLIDATED **PROFIT** (**€ 1.19** PER SHARE)

**30%** GROSS RENTAL INCOME INCREASE YoY

**46% GAV** INCREASE YoY

**€ 17.2 M** INVESTED IN NEW **ACQUISITIONS** (**76** UNITS ACQUIRED)

**€ 1.5 M** INVESTED IN **CAPEX**

**€ 16.3 M** RAISED

**3** SCATTERED UNITS **SOLD** WITH **PROFIT** ABOVE GAV OF **13%**



# 1. 2019 PERFORMANCE



# MAIN KPIs PERFORMANCE



**OPERATIONAL  
&  
COMMERCIAL**



**345**

TOTAL NUMBER  
OF UNITS

**22,427**

TOTAL GLA  
(SQM)

**18,871**

TOTAL RESIDENTIAL  
GLA (SQM)

**91.59%**

2019 AVERAGE  
GROSS  
OCCUPANCY <sup>1</sup>

**1.66**

TENANTS  
PER UNIT <sup>2</sup>

**134**

TOTAL LEASES  
SIGNED IN 2019

**29.62%**

2019  
RELETTING  
SPREAD

**12.10%**

2019 EPRA  
LIKE FOR LIKE  
RENTAL GROWTH

**35.8**

AVERAGE LEASE  
TERM (MONTHS) <sup>2</sup>

**30.77%**

AVERAGE VBARE  
TENANT'S EFFORT  
RATE <sup>3</sup>

<sup>1</sup> Average Occupancy over Stabilized Assets (Stabilized Assets are those assets that do not require significant capex investments and are mostly leased at market rents)

<sup>2</sup> Life Leases not considered in ratio

<sup>3</sup> Calculated taking into account only Residential units and contracts signed by the Company



# MAIN KPIs PERFORMANCE



**€ 2.2 M**  
CURRENT ANNUAL  
PASSING RENT

**€ 12.29**  
MONTHLY PASSING  
RENT PER  
RESIDENTIAL SQM <sup>1</sup>

**€ 641**  
MONTHLY PASSING  
RENT PER  
RESIDENTIAL UNIT <sup>1</sup>

**€ 3.7 M**  
ANNUAL  
REVERSIONARY RENT

**€ 51.3 M**  
TOTAL INVESTED  
CAPITAL <sup>2</sup>

**€ 2,285**  
TOTAL INVESTED  
CAPITAL  
PER SQM <sup>2</sup>

**€ 73 M**  
2019  
GAV

**€ 3,253**  
2019  
GAV  
PER SQM



**€ 3.4 M**  
2019 NET  
CONSOLIDATED  
PROFIT

**€ 1.19**  
2019 NET  
CONSOLIDATED PROFIT  
PER SHARE

**€ 55.6 M**  
2019  
EPRA NAV


**€ 15.55**  
2019  
EPRA NAV  
PER SHARE

**32.5%**  
LOAN  
TO VALUE

<sup>1</sup> Life Leases not considered in ratio  
<sup>2</sup> Total Invested Capital includes Total Acquisition Price, Total Transaction Costs and Total Accumulated CAPEX



# 2019 OPERATIONAL PERFORMANCE

 **3** UNITS SOLD  
**76** UNITS ACQUIRED

**72**  
RESIDENTIAL UNITS  
ACQUIRED

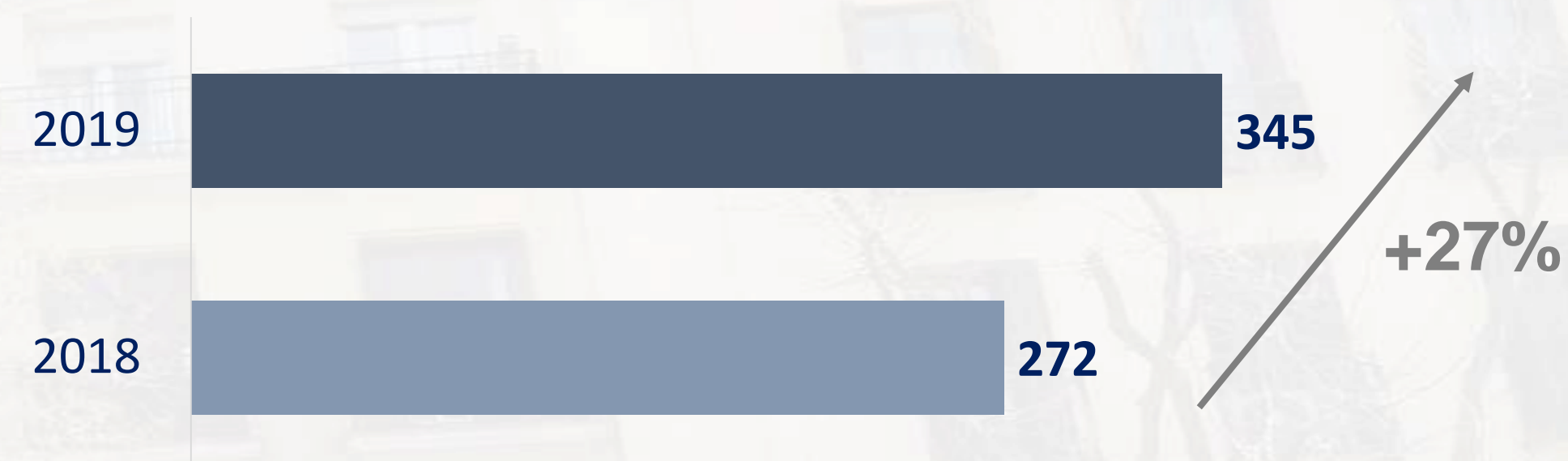
**4**  
RETAIL UNITS  
ACQUIRED

 **€ 18.7 M**  
2019 TOTAL INVESTED CAPITAL <sup>3</sup>

**€ 1.5 M**  
CAPEX

**€ 17.2 M**  
TOTAL ACQUISITION  
PRICE <sup>4</sup>

## UNITS <sup>1</sup>



## BUILDING OWNERSHIP > 50% <sup>2</sup>



<sup>1</sup> Only Residential and Retail units taken into account (no Parkings nor Storages)

<sup>2</sup> Building Ownership Control calculated as a % of GAV

<sup>3</sup> Total Invested Capital includes Total Acquisition Price, Total Transaction Costs and Total Accumulated CAPEX

<sup>4</sup> Total Acquisition Price includes Transaction Costs



# 2019 OPERATIONAL PERFORMANCE: ACQUISITIONS

1



**Calle Vallehermoso - Madrid**

<b>ACQUISITION DATE</b>	08/01/2019
<b>NUMBER OF UNITS <sup>1</sup></b>	29

2



**Calle San Andrés - Madrid**

<b>ACQUISITION DATE</b>	30/09/2019
<b>NUMBER OF UNITS <sup>1</sup></b>	12

3



**Av. Monte Igueldo - Madrid**

<b>ACQUISITION DATE</b>	28/10/2019
<b>NUMBER OF UNITS <sup>1</sup></b>	35

**CONTINUOUS GROWTH OF PORTFOLIO**  
**TAKING ADVANTAGE OF MARKET OPPORTUNITY**

<sup>1</sup> Number of Units include Residential units and Retail units (no Parkings nor Storages)



# 2019 OPERATIONAL PERFORMANCE: DIVESTMENTS

INITIATED SELECTIVE DISPOSAL IN Q4 2019

**3** SCATTERED UNITS **SOLD**  
WITH THE FOLLOWING **EXCELLENT** RESULTS:



**€322k**

TOTAL **SELLING PRICE**



**13%**

TOTAL **PROFIT ABOVE GAV** <sup>1</sup>

**15.74%**

UNLEVERED **IRR**

**1.66x**

UNLEVERED **MM**

<sup>1</sup> GAV Q3 2019 based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



# 2019 COMMERCIAL PERFORMANCE



**134**

LEASES SIGNED IN 2019

**47**

RENEWALS

**87**

NEW CONTRACTS



**29.62%**

2019 RELETTING SPREAD

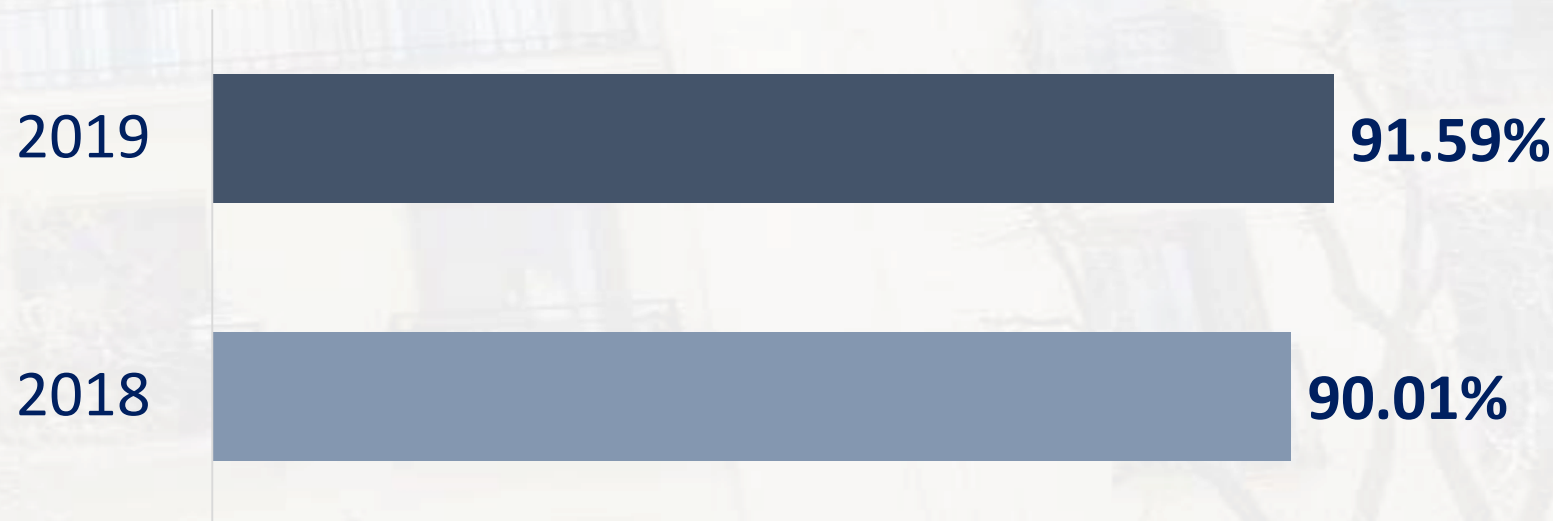
**15.37%**

RENEWALS

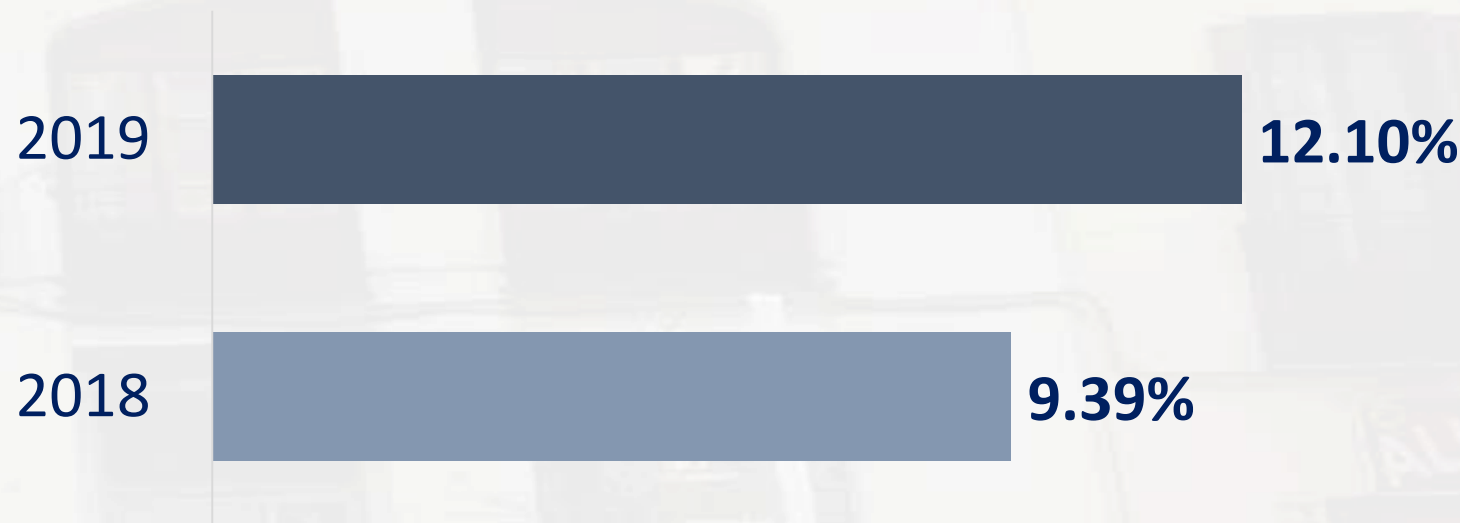
**38.24%**

NEW CONTRACTS

## AVERAGE GROSS OCCUPANCY INCREASED <sup>1</sup>



## 2019 EPRA LIKE FOR LIKE RENTAL GROWTH

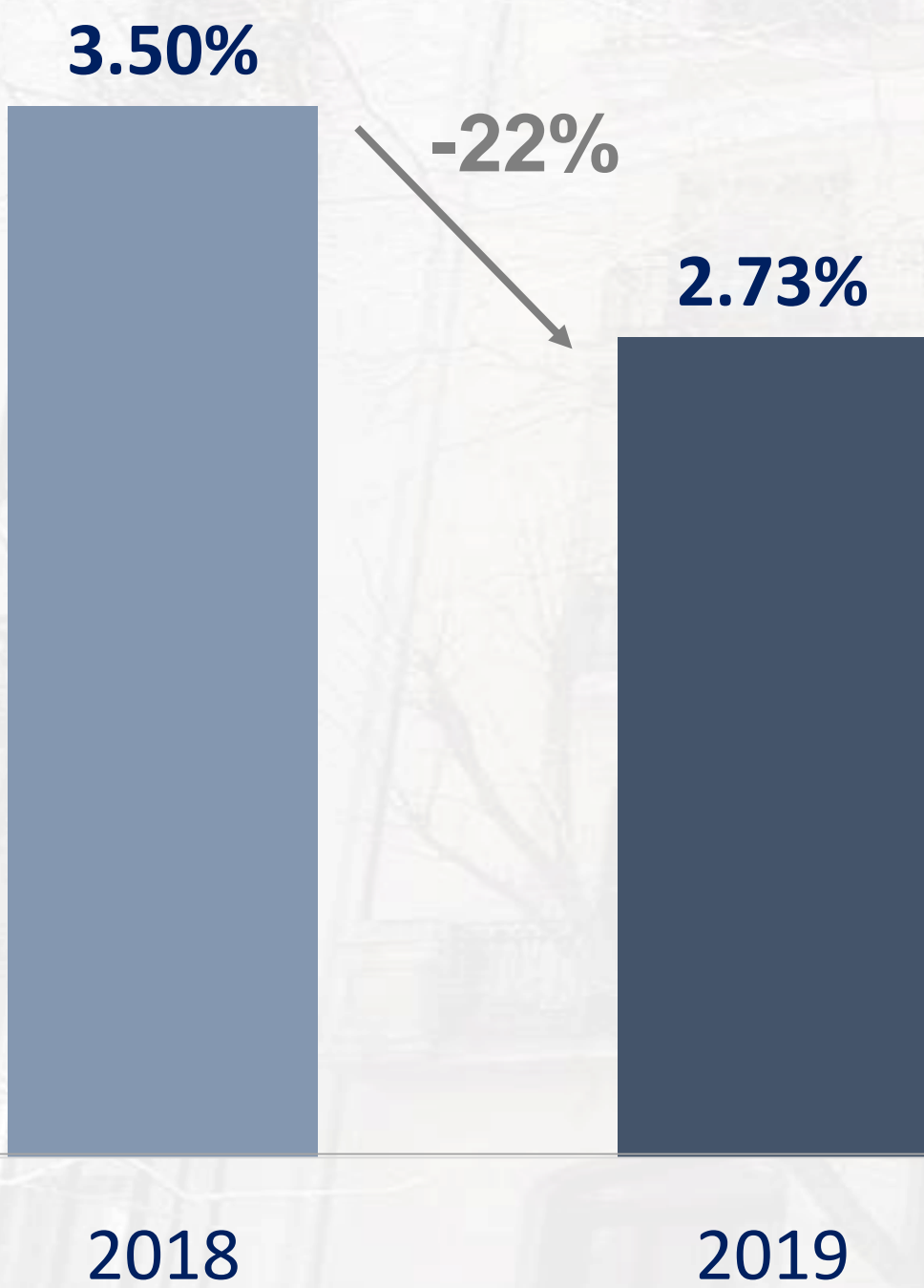


<sup>1</sup> Average Gross Occupancy calculated over Stabilized Assets (Stabilized Assets are those assets that do not require significant capex investments and are mostly leased at market rents)

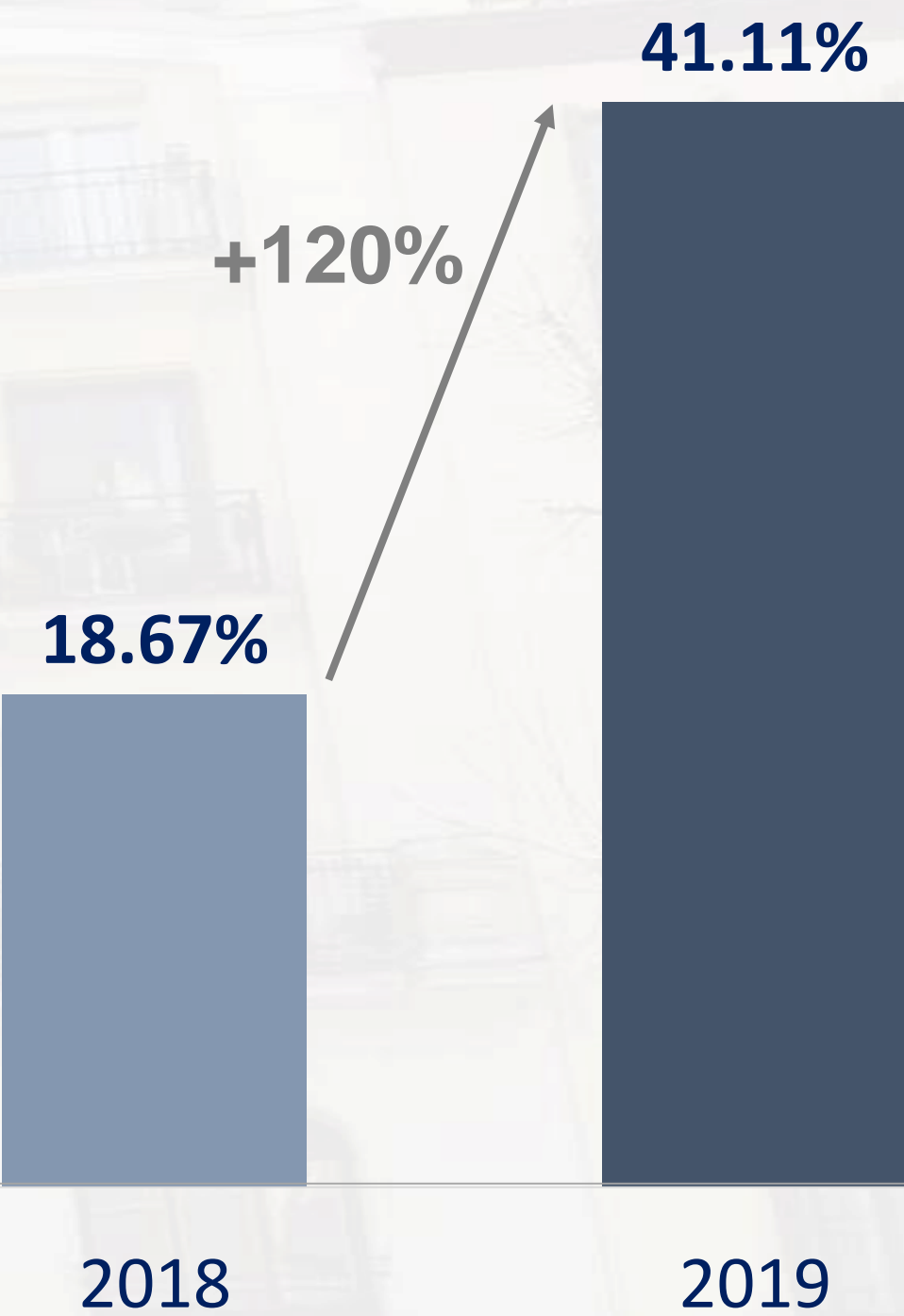


# 2019 COMMERCIAL PERFORMANCE

LEASE PAYMENT DEFAULT <sup>1</sup>



% LEASES COVERED BY DEFAULT INSURANCE



LIMITED **PAYMENT DEFAULT** &  
**REDUCED RISK** GIVEN SIGNIFICANT PORTION OF UNITS  
 WITH **DEFAULT PAYMENT INSURANCE**

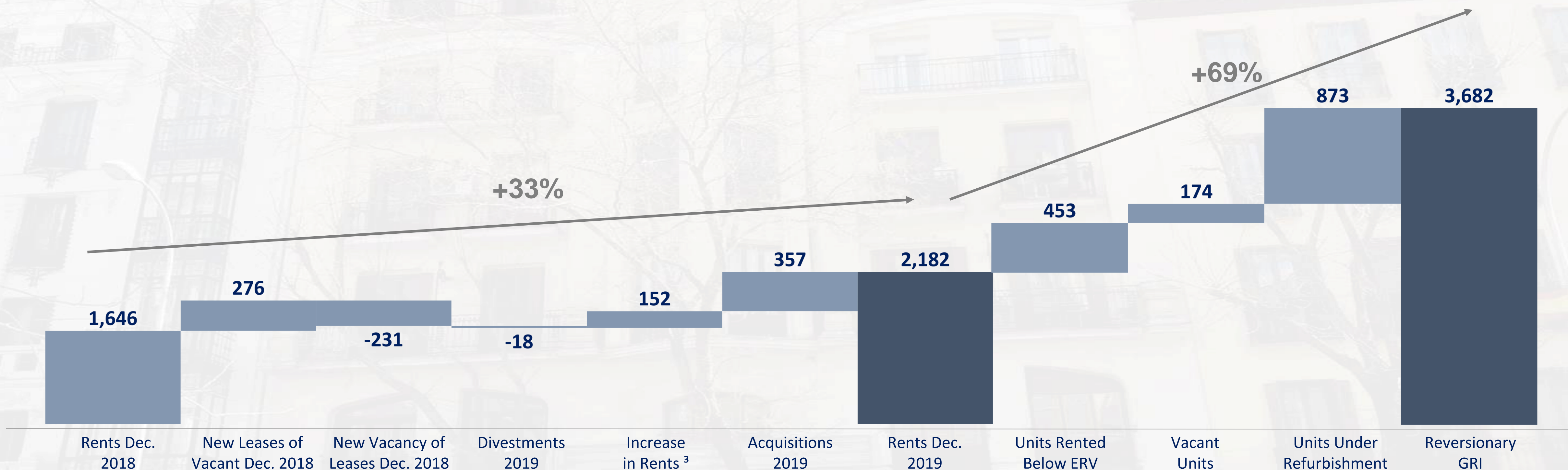
<sup>1</sup> Calculated over Stabilized Assets (Stabilized Assets are those assets that do not require significant capex investments and are mostly leased at market rents)



# 2019 FINANCIAL PERFORMANCE: RENTAL ANALYSIS

ANNUALIZED GRI EVOLUTION (€ k) <sup>1</sup>

ANNUALIZED RENTS POTENTIAL GROWTH (€ k) <sup>2</sup>



**33% INCREASE IN RENTS** FROM 2018 (**12.1%** EPRA LIKE FOR LIKE)

**69% POTENTIAL RENTS INCREASE**

<sup>1</sup> Annualized GRI is calculated on December 2018 and December 2019 annualized lease rents

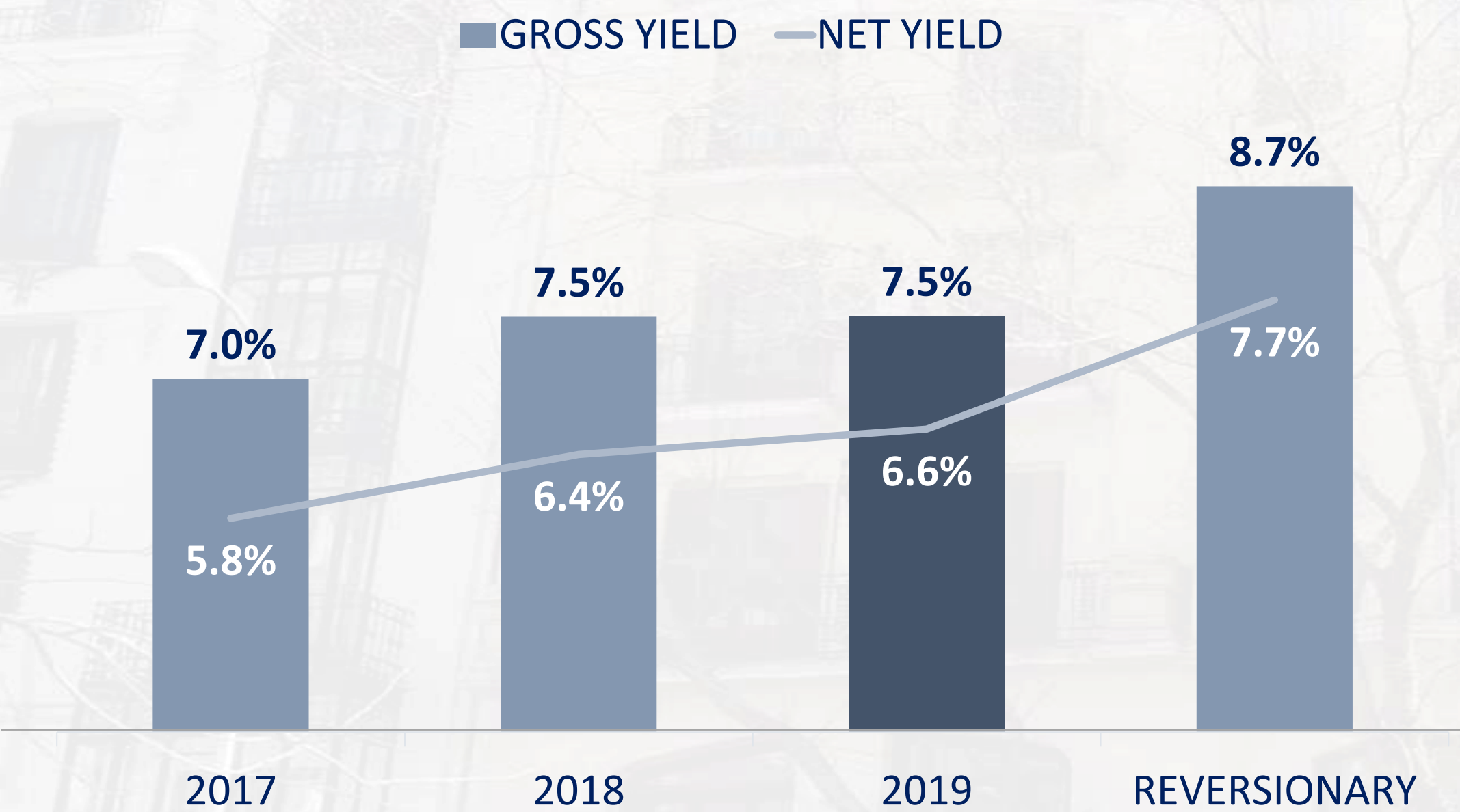
<sup>2</sup> Potential Annualized Rent is based on the Company's estimated ERV (Estimated Rental Value) as of December 31, 2019

<sup>3</sup> Increase in Rents corresponds to those units that were leased at December 31, 2018 and have been renewed or leased to a new tenant

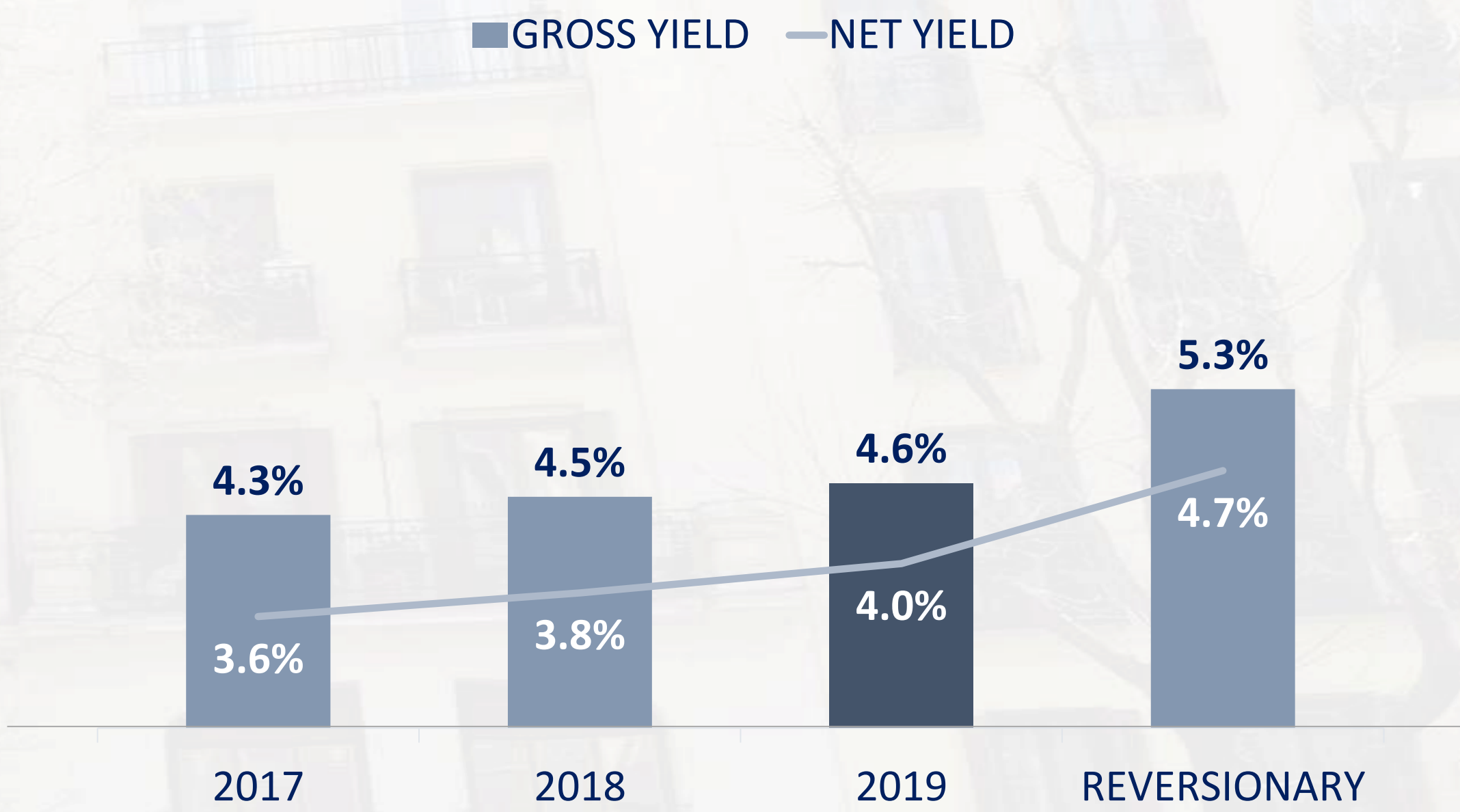


# 2019 FINANCIAL PERFORMANCE: YIELD ANALYSIS

**YIELD ON TOTAL INVESTED CAPITAL OVER STABILIZED ASSETS <sup>1</sup>**



**YIELD ON GROSS ASSET VALUE OVER STABILIZED ASSETS <sup>2</sup>**

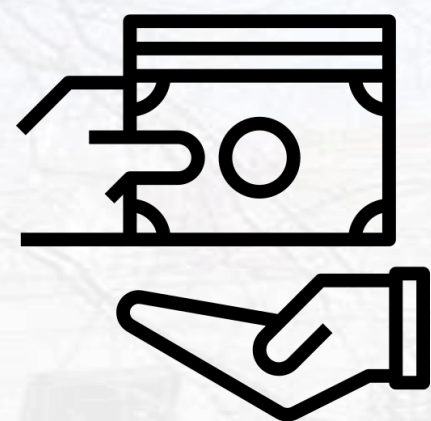


**SOLID YIELD** GENERATED BY STABILIZED ASSETS  
WITH **EXCELLENT GROWTH PERSPECTIVES**

<sup>1</sup> Total Invested Capital includes Total Acquisition Price, Total Transaction Costs and Total Accumulated CAPEX  
<sup>2</sup> GAV is based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



# 2019 FINANCIAL PERFORMANCE: FINANCING



**€ 7.4 M**

LOANS SIGNED IN 2019

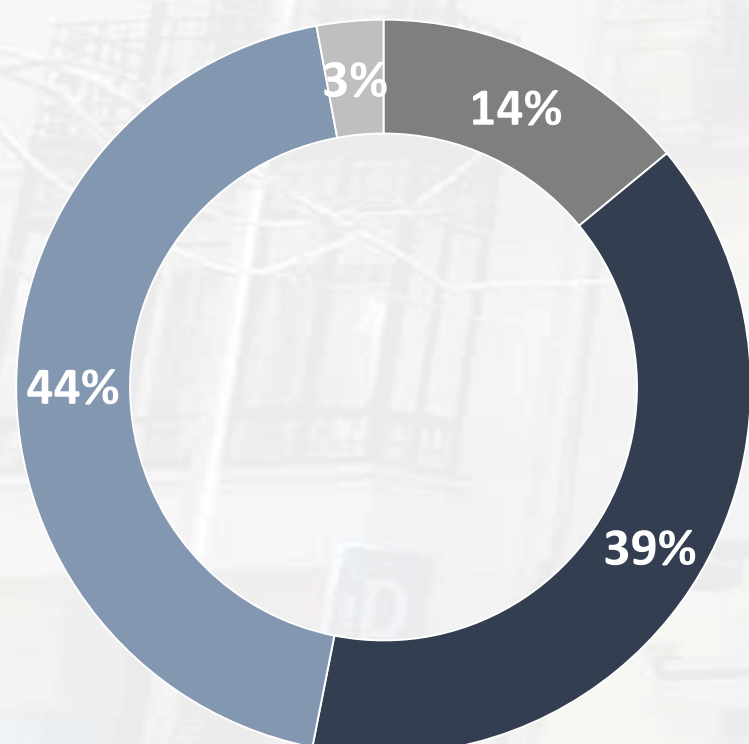
**1.75%**

PORTFOLIO AVERAGE  
INTEREST RATE

**16 YEARS**

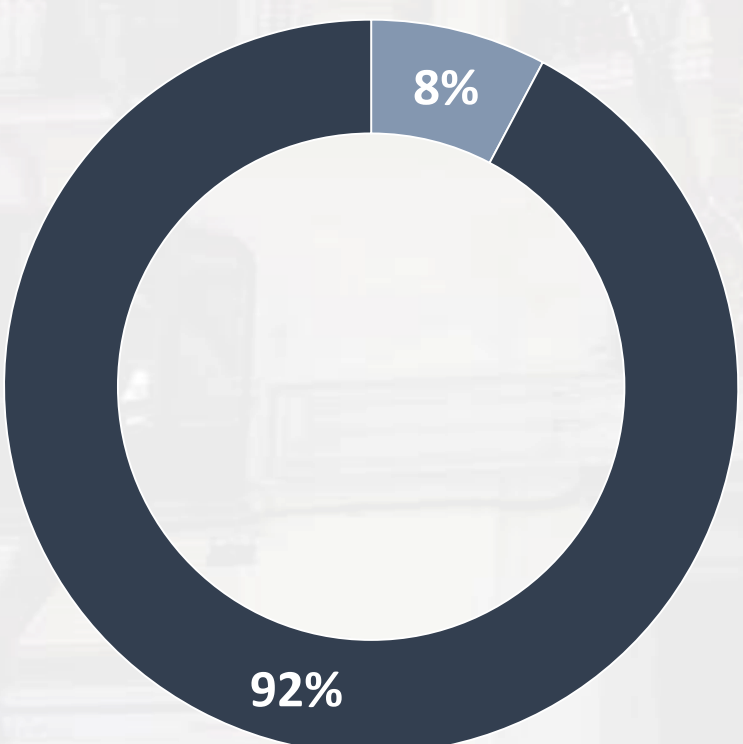
PORTFOLIO AVERAGE  
LOANS MATURITY

## OUTSTANDING DEBT BY INSTITUTION



Bankinter Sabadell  
Banca Puyo Other

## MORTGAGE LOANS INTEREST RATE



Variable Fixed

## LOAN TO VALUE <sup>1</sup>



## LOAN TO COST <sup>1</sup>



## LOAN PRINCIPAL OUTSTANDING (€ M) <sup>2</sup>



<sup>1</sup> 2019 LTV and LTC ratios include €4M loan formalized in Oct. 2019 but pending to be withdrawn as of Dec. 2019

<sup>2</sup> 2019 Loan Principal Outstanding does not include €4M loan formalized in Oct. 2019 but pending to be withdrawn as of Dec. 2019



# 2019 FINANCIAL PERFORMANCE: CONSOLIDATED BALANCE SHEET

## ASSETS (€ k)

	December 31, 2019	December 31, 2018
<b>Non- Current Assets</b>	<b>73,113</b>	<b>50,205</b>
Property, plant and equipment	4	3
Investment properties	72,945	50,098
Non - Current financial assets	164	104
<b>Current Assets</b>	<b>2,938</b>	<b>5,216</b>
Advance to suppliers	44	33
Trade and other receivables	115	69
Trade debtors	53	38
Other receivables from Public Administrations	62	31
Other current financial assets	-	3
Other receivables group companies and associates	-	9
Short term accruals	50	43
Cash and cash equivalents	2,729	5,059
<b>Total Assets</b>	<b>76,051</b>	<b>55,421</b>

## EQUITY AND LIABILITIES (€ k)

	December 31, 2019	December 31, 2018
<b>Net Equity</b>	<b>55,626</b>	<b>37,145</b>
Share capital	18,049	11,949
Share Premium	22,007	12,887
Treasury shares	(420)	(247)
Retained earnings	15,990	12,556
<b>Non-current Liabilities</b>	<b>19,373</b>	<b>16,470</b>
Non-current financial liabilities	19,373	16,470
Bank Borrowings	18,948	16,226
Other financial liabilities	425	244
<b>Current Liabilities</b>	<b>1,052</b>	<b>1,806</b>
Current financial liabilities	493	347
Bank Borrowings	493	347
Trading creditors and other accounts payable	559	1,459
Trade Payables	393	165
Trade payables, group companies and associates	23	1,204
Accruals, wages and salaries	52	15
Other payables with Tax Administration	70	59
Advance to suppliers	21	16
<b>Equity and Liabilities</b>	<b>76,051</b>	<b>55,421</b>



# 2019 FINANCIAL PERFORMANCE: P&L ACCOUNT

## P&L (€ k)

	December 31, 2019	December 31, 2018
Gross Rental income	1,833	1,414
Other operating income	26	13
Personal expenses	(509)	(359)
General and administrative expenses	(1,911)	(2,637)
Gain from fair value on investment properties	4,384	6,563
<b>Operating result</b>	<b>3,823</b>	<b>4,994</b>
Finance result	(389)	(193)
<b>Profit for the period</b>	<b>3,434</b>	<b>4,801</b>
Corporate income tax	-	-
<b>Profit for the period attributable to the shareholders</b>	<b>3,434</b>	<b>4,801</b>
<b>Basic and diluted earnings per share (Euro)</b>	<b>1.19</b>	<b>2.10</b>

**30% GRI INCREASE VS. DECEMBER 2018**

**INCREASE NET RENTAL INCOME MARGIN <sup>1</sup> FROM 68.6% UP TO 70.1%**

<sup>1</sup> Net Rental Income margin is impacted by the potential rent increase the Company has (+69%) because of units under refurbishment and units rented under market rents  
- Consolidated Profit and Loss Account according to International Financial Reporting Standards as adopted by the European Union (IFRS-EU)



# 2019 CORPORATE PERFORMANCE

**46% GAV INCREASE** SINCE 2018

**+4.4% REVALUATION** OF 2018 PORTFOLIO <sup>1</sup>

**+20.4% REVALUATION** OF ASSETS ACQUIRED IN 2019 <sup>2</sup>

**€ 17.2 M INVESTED** IN 2019 ACQUISITIONS

**42% TOTAL PORTFOLIO REVALUATION** SINCE INCEPTION

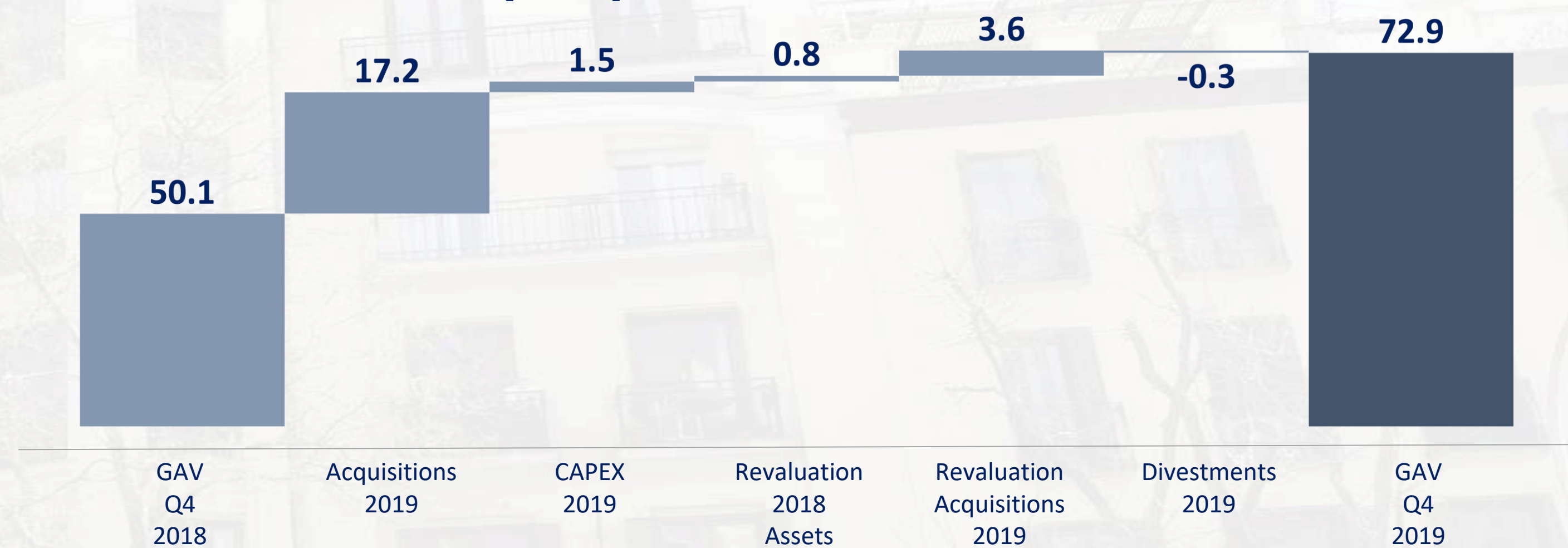
**50% NAV INCREASE** VS. 2018

**€ 1.0 M SHARE PREMIUM** DISTRIBUTED

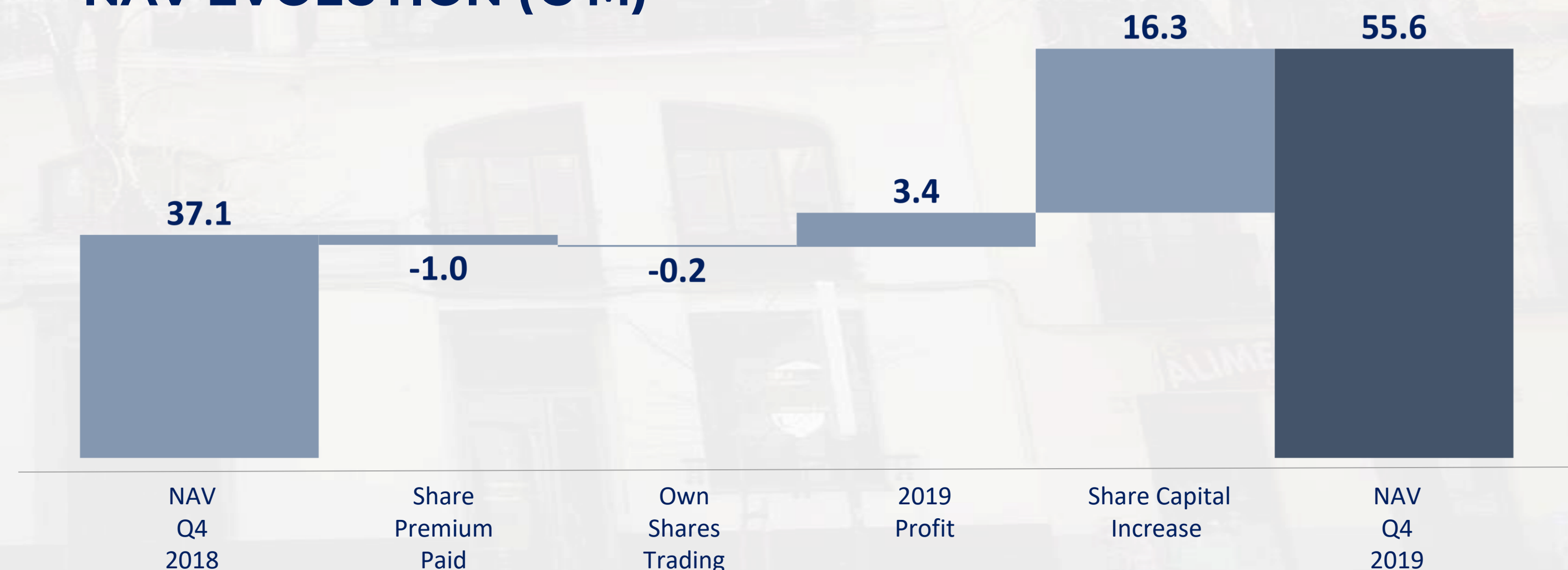
**€ 3.4 M NET CONSOLIDATED PROFIT**

**€ 1.2 NET CONSOLIDATED PROFIT PER SHARE**

## GAV EVOLUTION (€ M)



## NAV EVOLUTION (€ M)



<sup>1</sup> 2018 Portfolio Revaluation is calculated based on the difference between both periods' Gross Asset Value

<sup>2</sup> Revaluation of Assets Acquired in 2019 is calculated based on the difference between the Gross Asset Value as of Dec. 2019 and Total Investment Cost

- GAV is based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



# CASE STUDY

ASSET **ACQUIRED** IN JULY, 2018, **FULLY LEASED**

**BUILDING REPOSITIONING** THROUGH ACTIVE MANAGEMENT IN LESS THAN **12 MONTHS**

IMPRESSIVE **YIELD INCREASE**

## NET YIELD OVER TOTAL INVESTMENT <sup>1</sup>



### AT ACQUISITION



### POST REFURBISHMENT



<sup>1</sup> Total Invested Capital includes Total Acquisition Price, Total Transaction Costs and Total Accumulated CAPEX

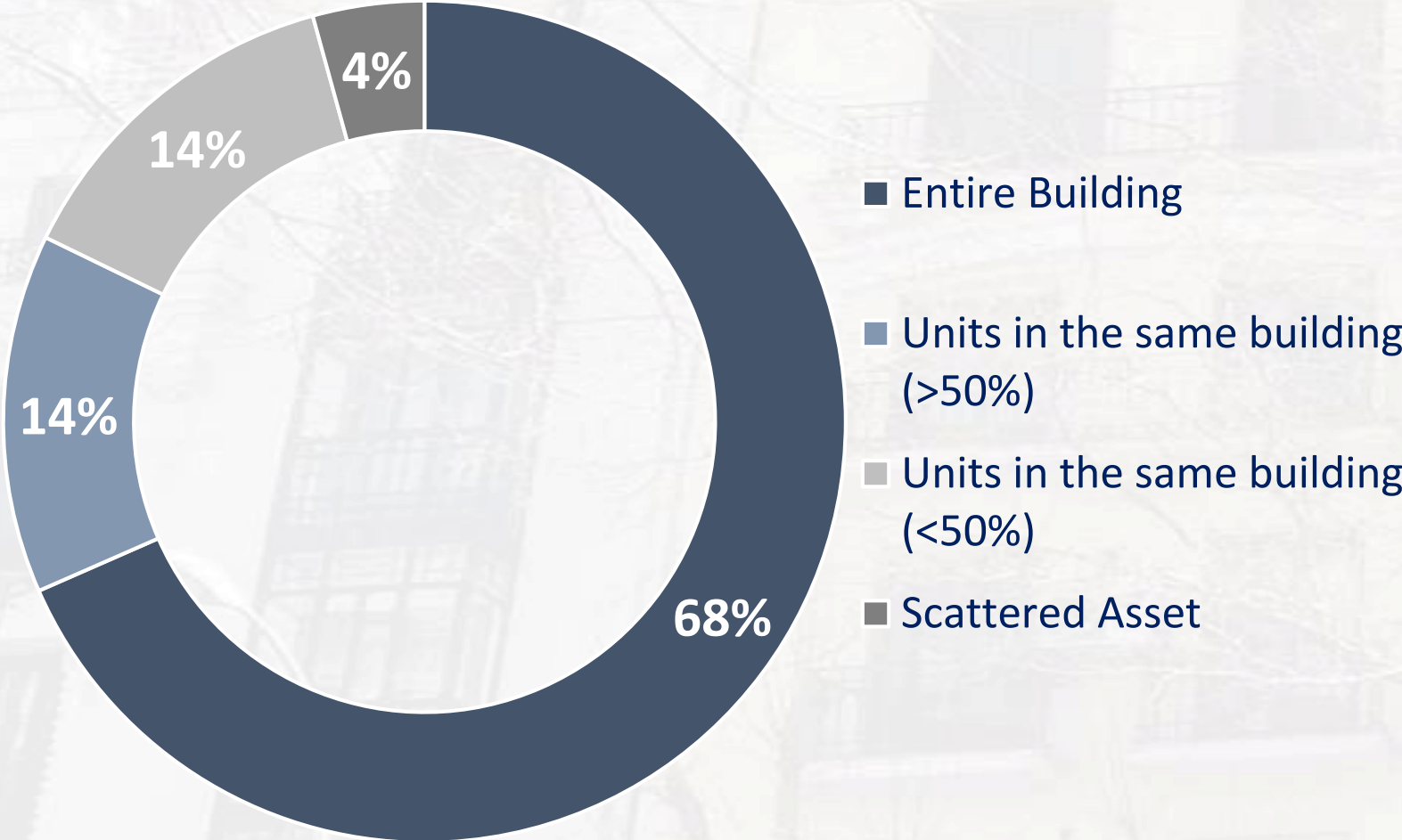


## 2. PORTFOLIO OVERVIEW

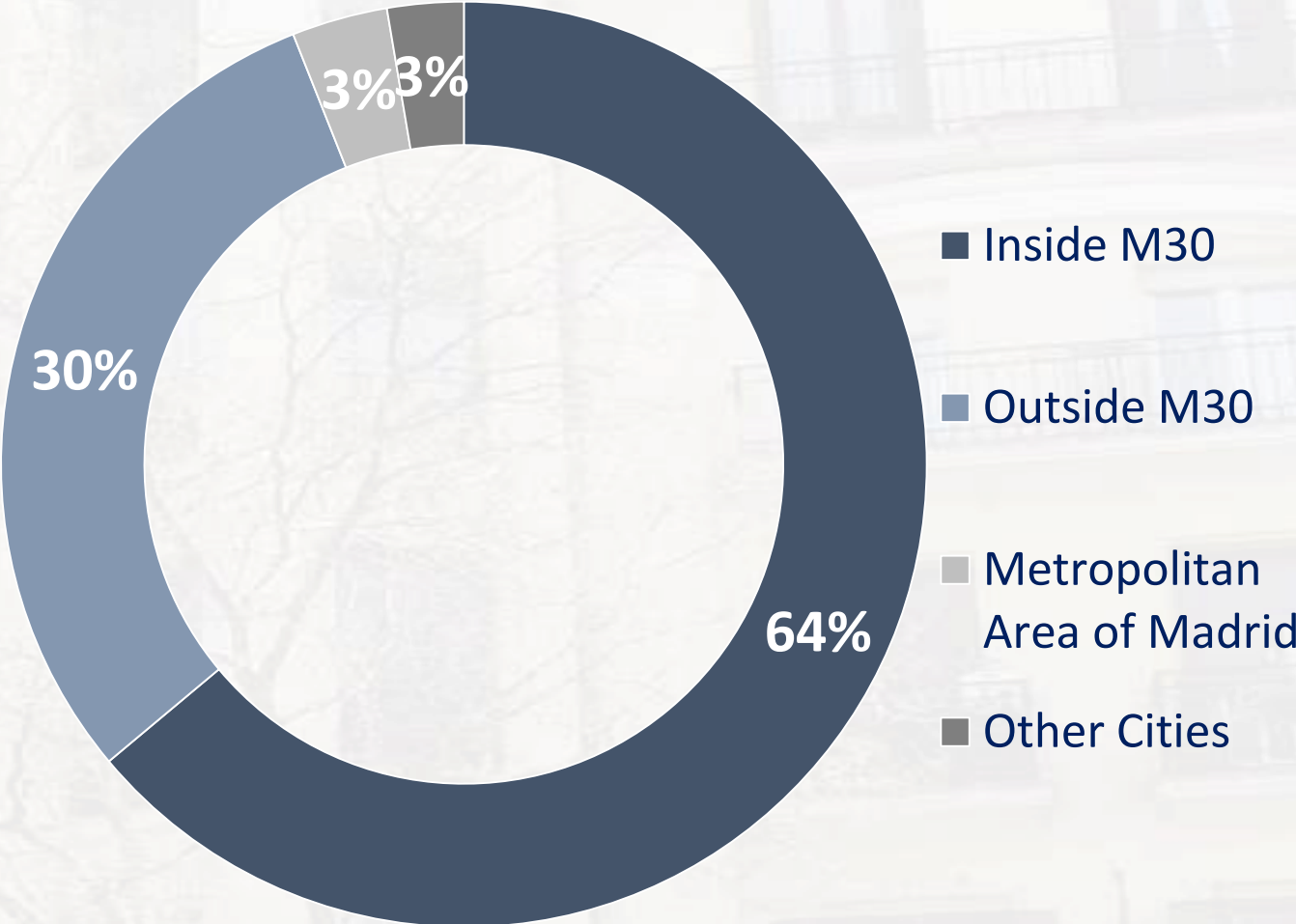


# PORTFOLIO DESCRIPTION AND LOCATION

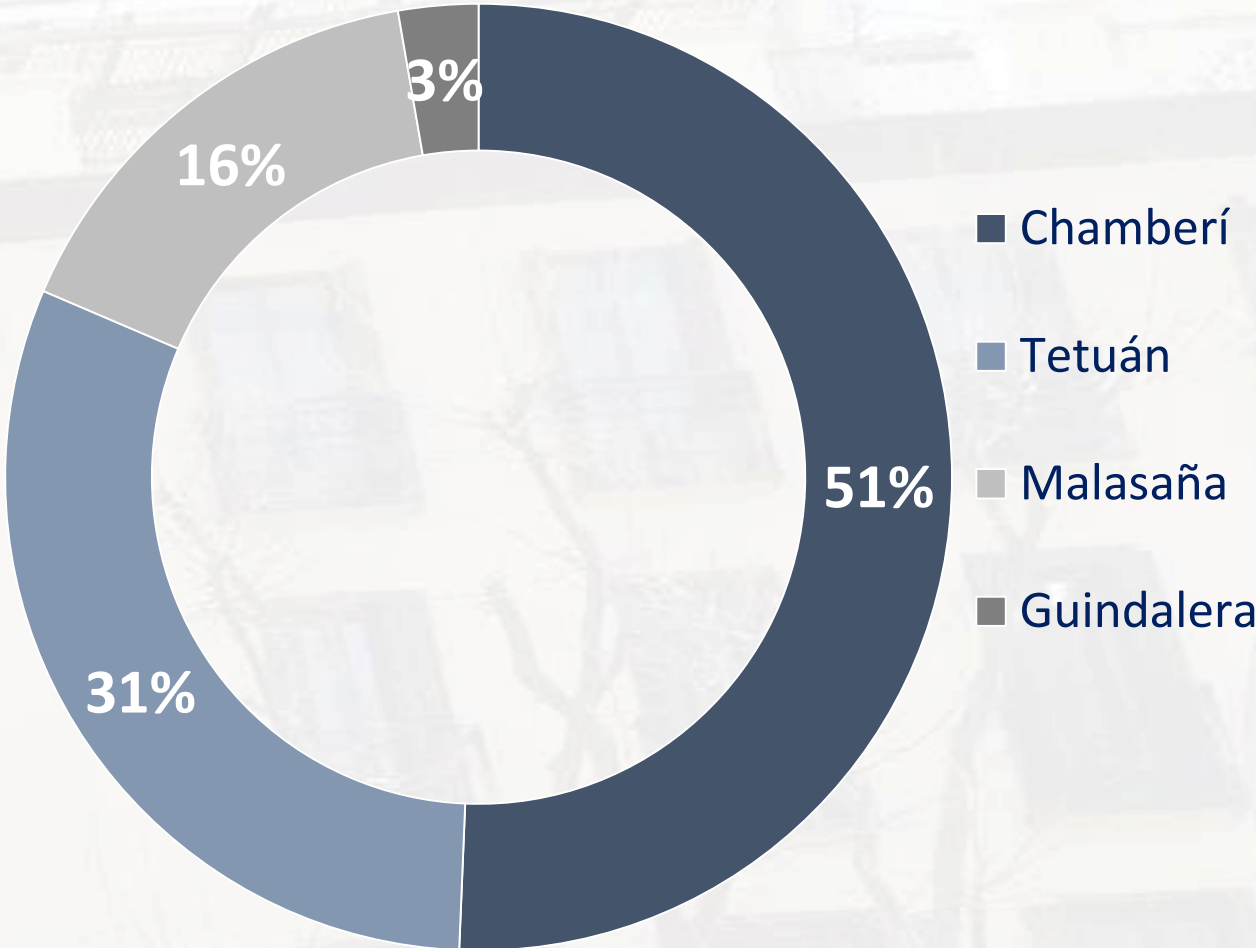
TYPE OF OWNERSHIP <sup>1</sup>



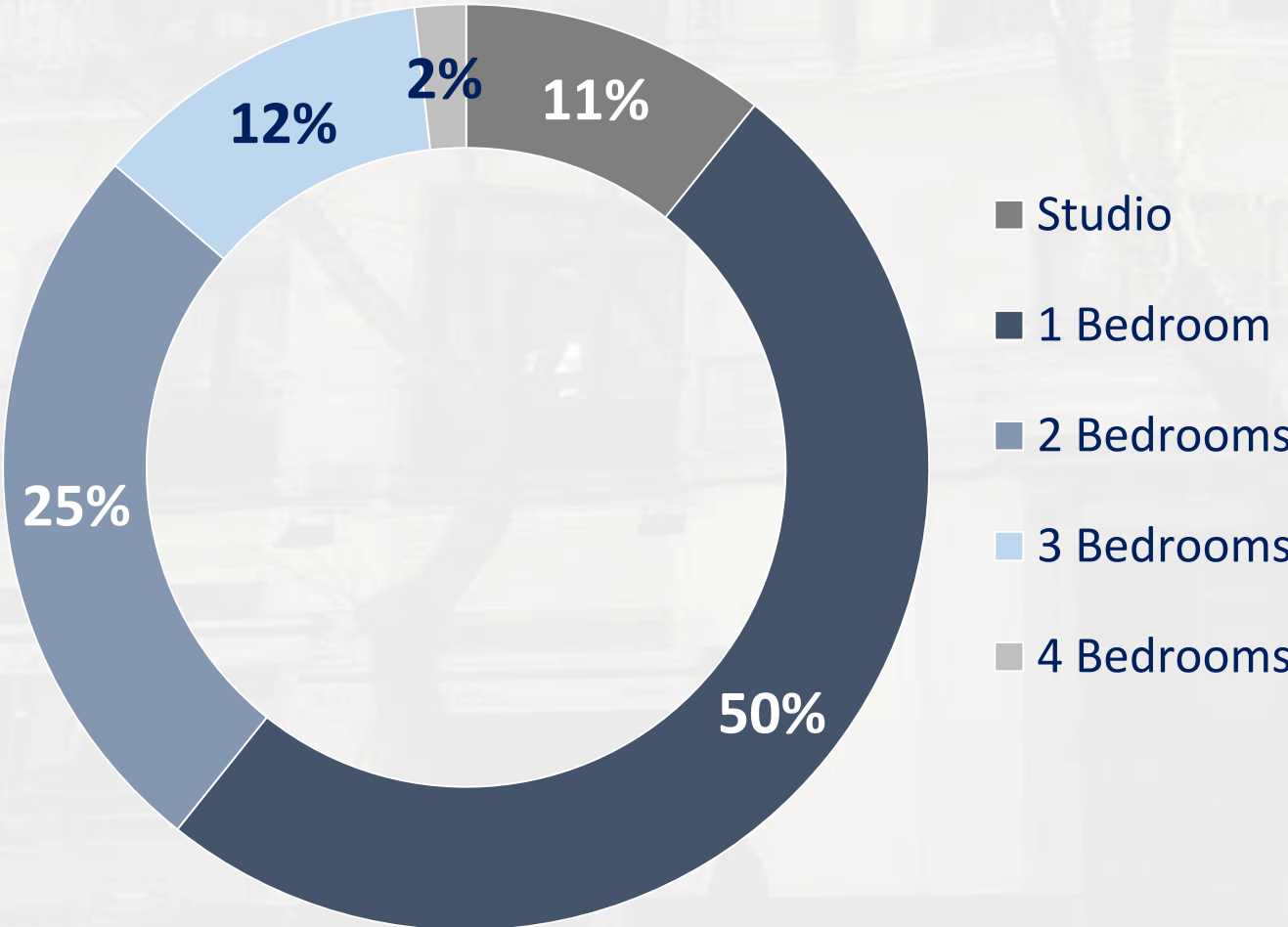
PORTFOLIO LOCATION <sup>1</sup>



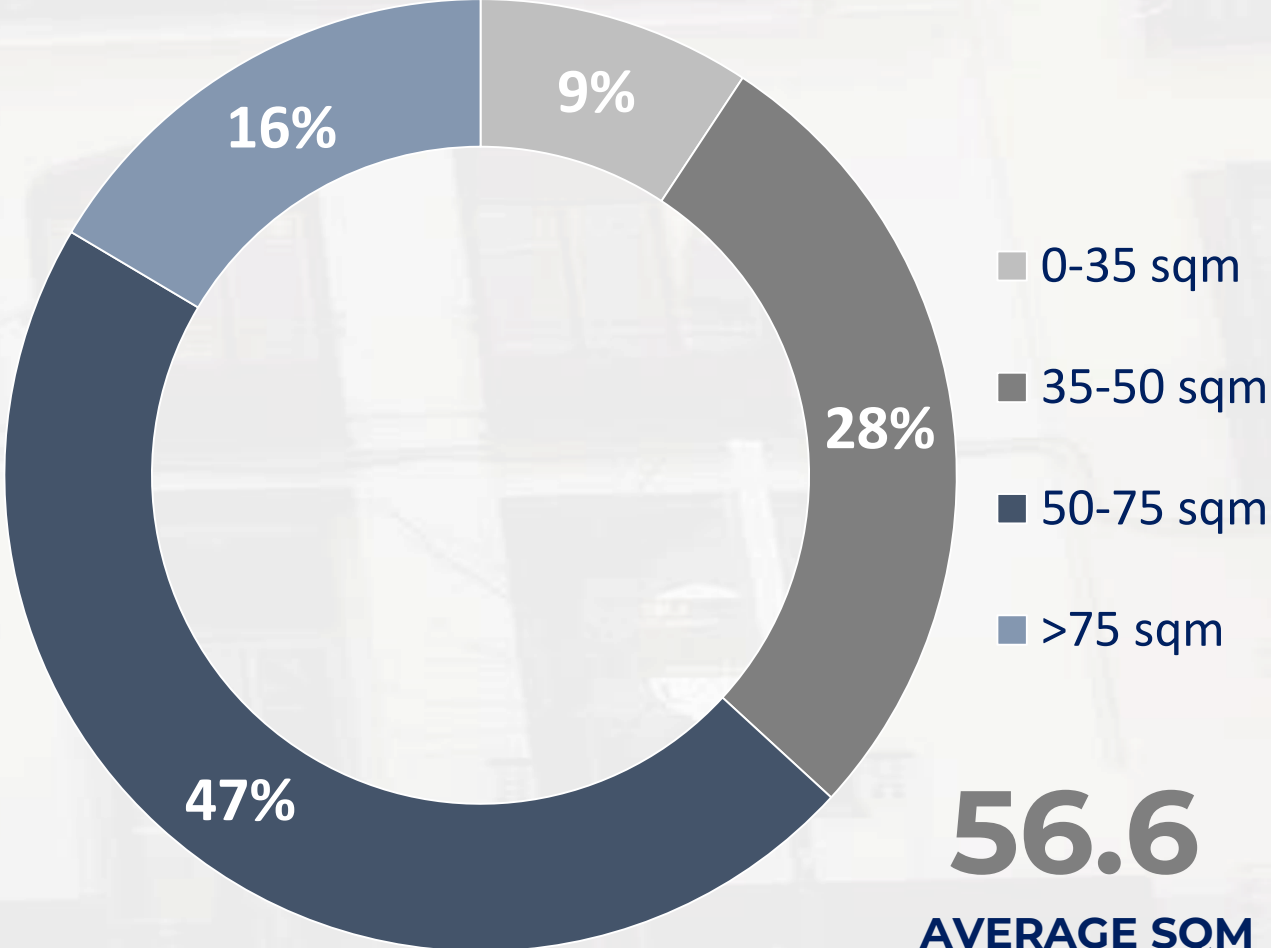
INSIDE M30 LOCATION <sup>1</sup>



NUMBER OF BEDROOMS



RESIDENTIAL UNITS BY SURFACE



**56.6**  
AVERAGE SQM  
PER UNIT

<sup>1</sup> Type of Ownership and Portfolio Location calculated as a % of GAV Q4 2019  
- GAV is based on Savills Aguirre Newman Valoraciones y Tasaciones S.A.U. external independent appraisal



# PORTFOLIO GALLERY







### 3. PIPELINE OVERVIEW



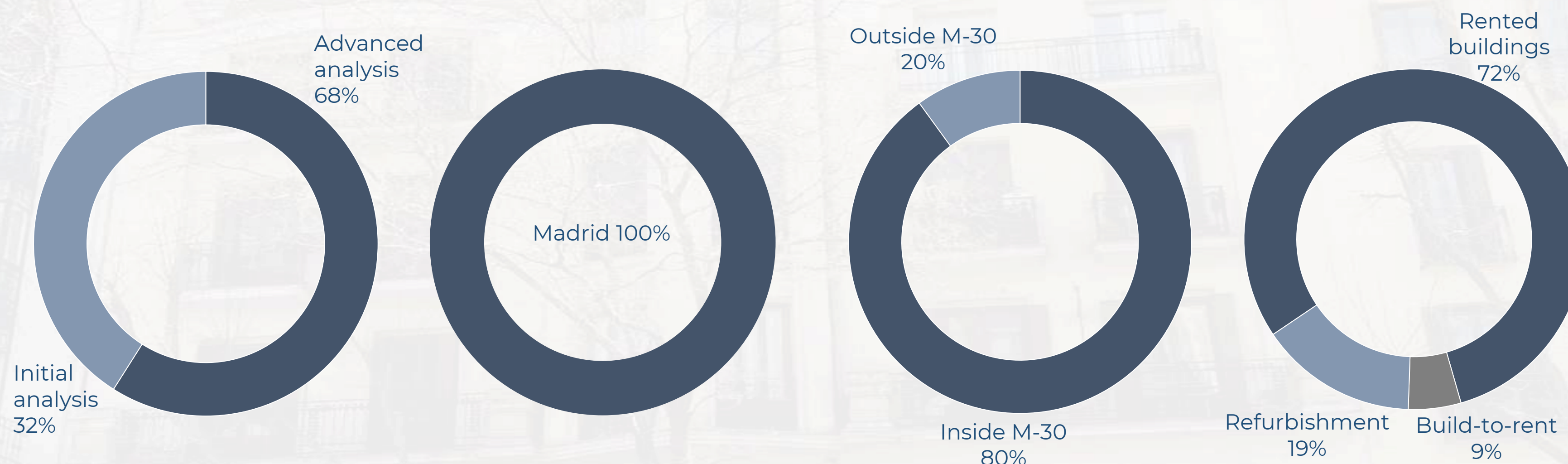


# PIPELINE OVERVIEW

**+€450 M CURRENT PIPELINE**

FROM €2.1 Bn IDENTIFIED IN 2019 (€1.5Bn IN MADRID)

**ROBUST  
PIPELINE**  
EXPECTED TO  
DELIVER  
**STRONG  
VALUE** IN THE  
MID/SHORT  
TERM



**OPPORTUNITIES IN LINE WITH  
VALUE CREATION STRATEGY**

**CURRENT  
PIPELINE** MAINLY  
LOCATED INSIDE  
**MADRID M-30**

c.**€310** AT AN  
**ADVANCED  
ANALYSIS PHASE**

**TARGET  
ACQUISITION  
PRICE: 5-10%  
BELOW MARKET  
VALUE**

**MID-SIZED ASSETS  
WITH VALUE OF  
€4-20M**

**TARGET ASSET  
IRR<sup>(1)</sup> MINIMUM OF  
10%**

**MINIMUM TARGET  
NET ERV YIELD OF  
4%**

Source: Company Information.

Note: (1) IRR: "Internal Rate of Return"

**Initial Analysis:** The Company has received certain information regarding the property but such information is either incomplete or has not yet been analyzed in full by the Company.

**Advanced Analysis:** The Company has received a level of information regarding the property which the Company considers adequate to perform an initial analysis of the property and such information has been analyzed in full by the Company.



# STRONG PIPELINE UNDER ADVANCED ANALYSIS OF c.€310 M

Asset	City	Location	Asset Type	Sqm Built	Asking Price (€ M)	€/sqm	Lev. IRR	ERV Yield
1	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	10 - 20	> 4,000	> 15%	4% - 5%
2	Madrid	Inside M-30	Portfolio	1,000 - 5,000	10 - 20	> 4,000	10% - 15%	4% - 5%
3	Madrid	Inside M-30	Individual Asset	> 5,000	20 - 30	3,000 - 4,000	> 15%	> 5%
4	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	5 - 10	> 4,000	10% - 15%	< 4%
5	Madrid	Inside M-30	Individual Asset	< 1,000	< 5	3,000 - 4,000	10% - 15%	4% - 5%
6	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	< 5	3,000 - 4,000	10% - 15%	4% - 5%
7	Madrid	Inside M-30	Portfolio	> 5,000	20 - 30	< 3,000	10% - 15%	4% - 5%
8	Madrid	Inside M-30	Portfolio	> 5,000	20 - 30	< 3,000	10% - 15%	4% - 5%
9	Madrid	Inside M-30	Portfolio	1,000 - 5,000	5 - 10	> 4,000	10% - 15%	4% - 5%
10	Madrid	Inside M-30	Portfolio	< 1,000	< 5	3,000 - 4,000	10% - 15%	> 5%
11	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	5 - 10	3,000 - 4,000	10% - 15%	> 5%
12	Madrid	Inside M-30	Individual Asset	< 1,000	< 5	> 4,000	10% - 15%	4% - 5%
13	Madrid	Inside M-30	Portfolio	< 1,000	< 5	> 4,000	10% - 15%	4% - 5%
14	Madrid	Inside M-30	Portfolio	> 5,000	> 30	> 4,000	10% - 15%	> 5%
15	Madrid	Inside M-30	Individual Asset	< 1,000	< 5	3,000 - 4,000	10% - 15%	4% - 5%
16	Madrid	Inside M-30	Individual Asset	< 1,000	< 5	> 4,000	10% - 15%	4% - 5%
17	Madrid	Outside M-30	Individual Asset	< 1,000	< 5	3,000 - 4,000	10% - 15%	> 5%
18	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	5 - 10	> 4,000	10% - 15%	4% - 5%
19	Madrid	Outside M-30	Individual Asset	1,000 - 5,000	5 - 10	> 4,000	10% - 15%	4% - 5%
20	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	< 5	3,000 - 4,000	> 15%	> 5%
21	Madrid	Outside M-30	Individual Asset	1,000 - 5,000	< 5	< 3,000	10% - 15%	> 5%
22	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	< 5	< 3,000	10% - 15%	4% - 5%
23	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	5 - 10	< 3,000	10% - 15%	4% - 5%
24	Madrid	Outside M-30	Individual Asset	1,000 - 5,000	5 - 10	3,000 - 4,000	10% - 15%	> 5%
25	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	5 - 10	3,000 - 4,000	≈ 10%	4% - 5%
26	Madrid	Outside M-30	Individual Asset	1,000 - 5,000	< 5	< 3,000	10% - 15%	4% - 5%
27	Madrid	Outside M-30	Individual Asset	> 5,000	20 - 30	< 3,000	10% - 15%	4% - 5%
28	Madrid	Outside M-30	Individual Asset	1,000 - 5,000	< 5	< 3,000	10% - 15%	4% - 5%
29	Madrid	Inside M-30	Individual Asset	1,000 - 5,000	10 - 20	< 3,000	10% - 15%	4% - 5%

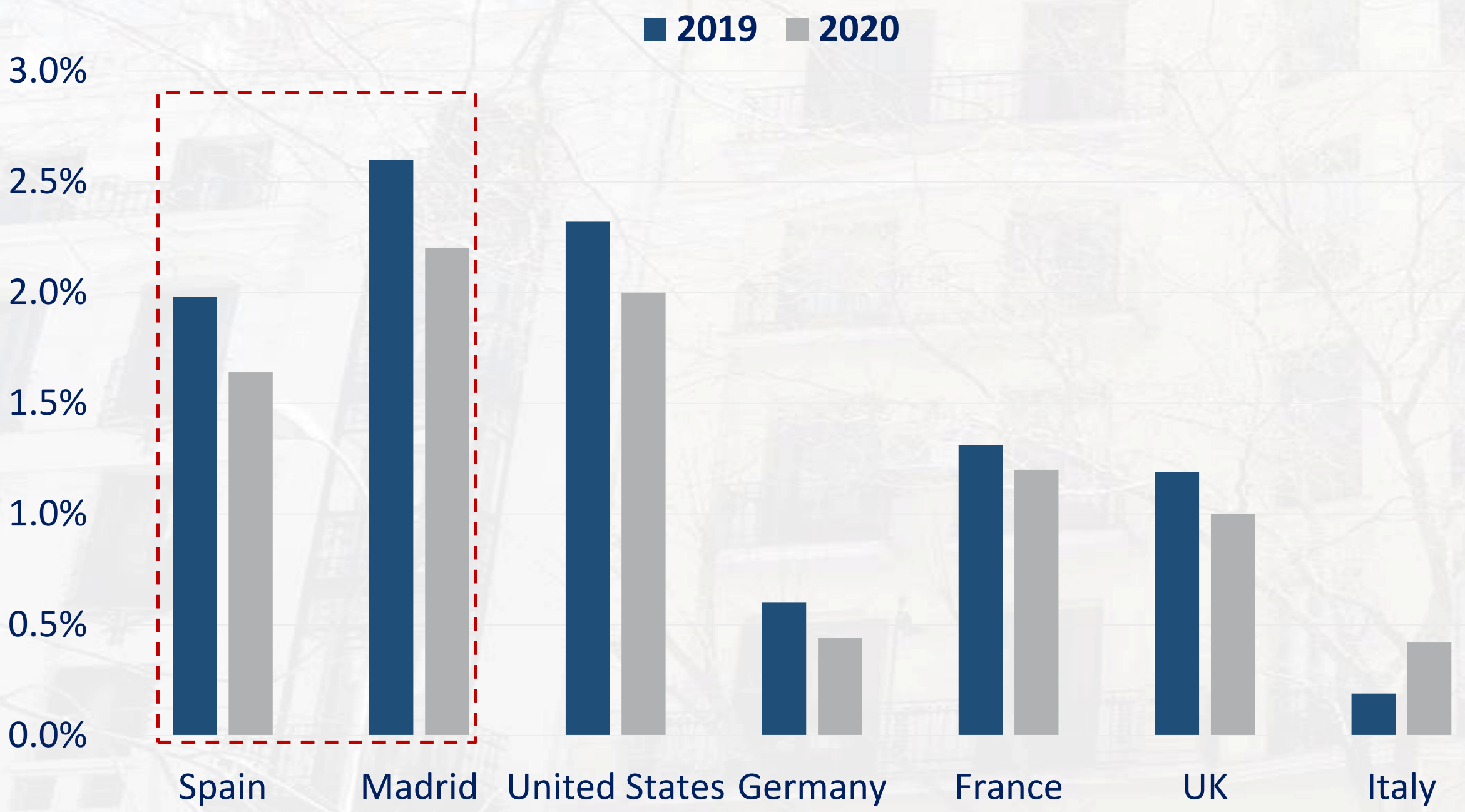


## 4. MARKET OVERVIEW

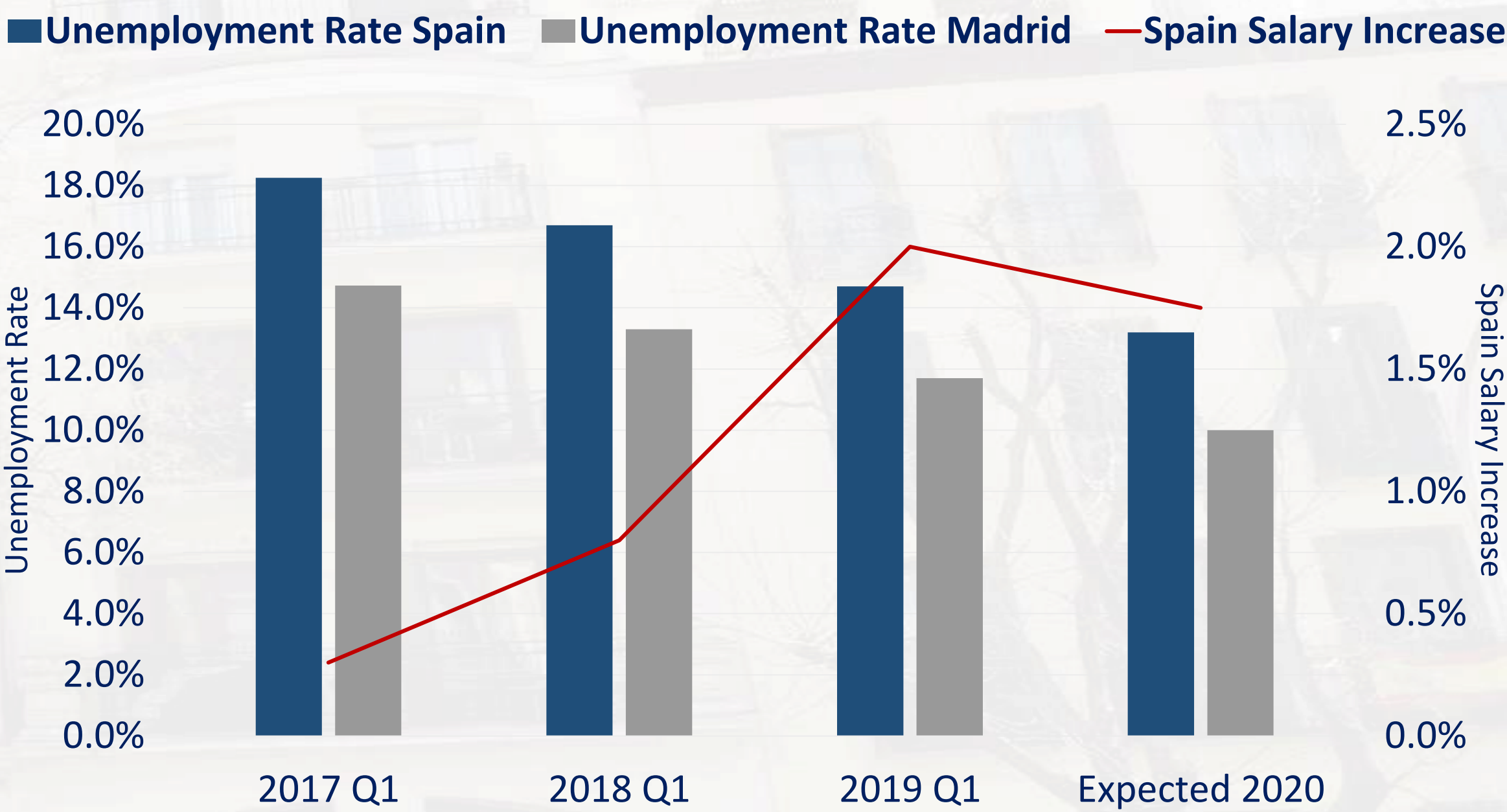


# ECONOMIC OUTLOOK

## GDP GROWTH



## UNEMPLOYMENT RATE AND SALARY INCREASE



DESPITE ECONOMIC GLOBAL UNCERTAINTY, SPAIN AND MADRID PRESENT **FAVOURABLE ECONOMIC TRENDS**

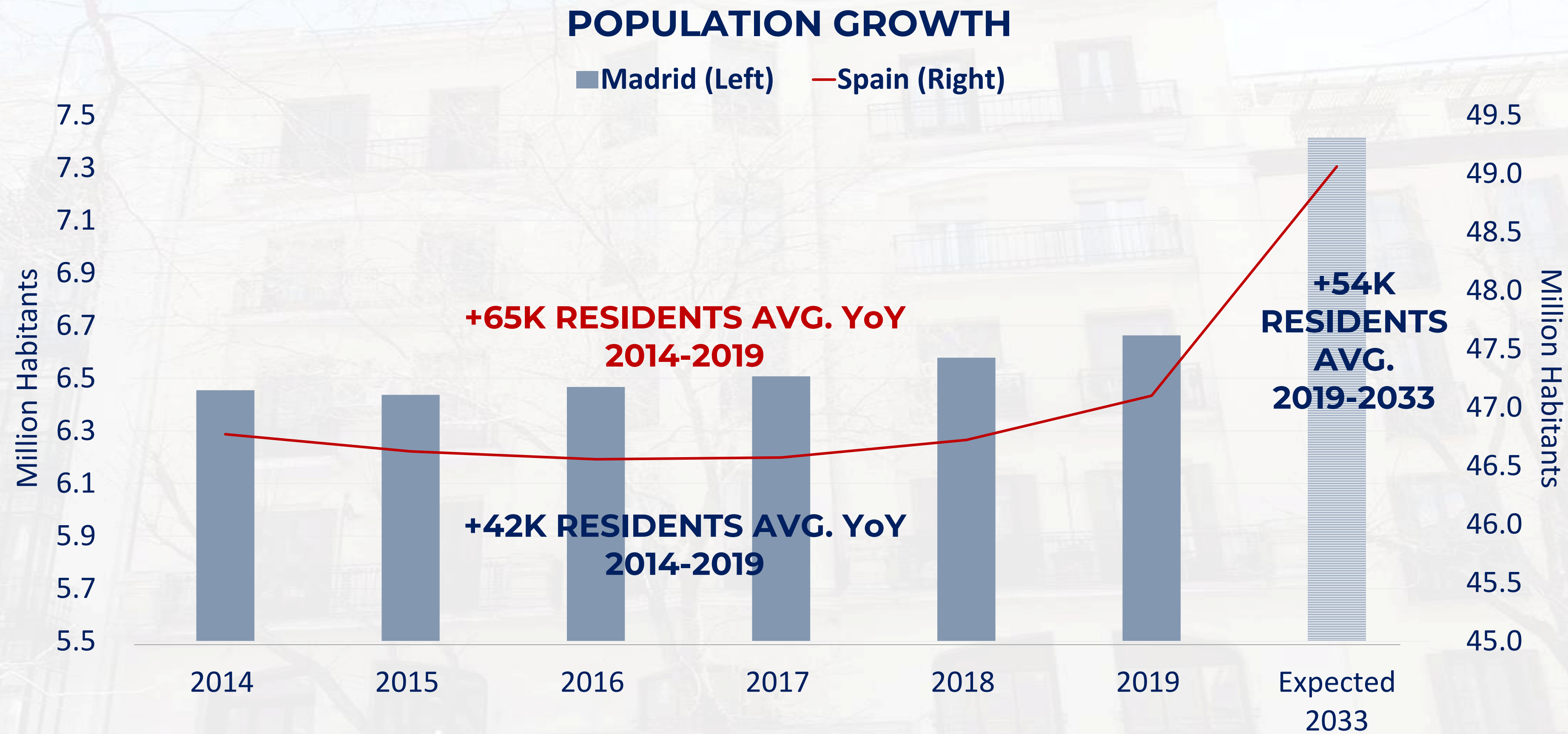
IN 2020, MADRID WILL BE THE ONLY SPANISH REGION WITH **A GDP GROWTH OVER 2%**

**UNEMPLOYMENT IN SPAIN CONTINUES DECREASING**

**EXPECTED UNEMPLOYMENT RATE OF 10% IN MADRID IN 2020, SIGNIFICANTLY LOWER THAN THE REST OF SPAIN**



# ECONOMIC OUTLOOK



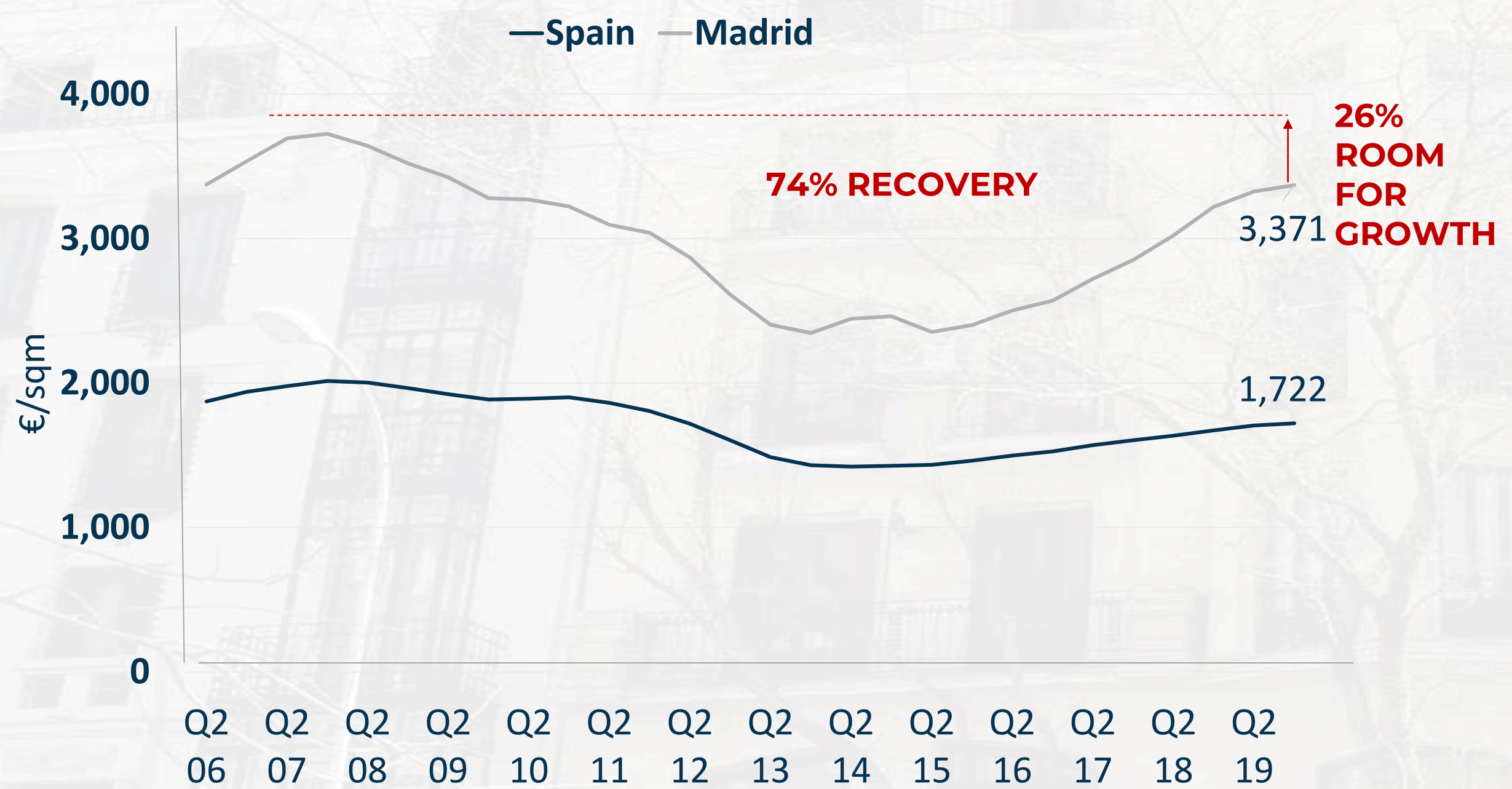
ROBUST DEMOGRAPHIC GROWTH, ESPECIALLY IN MADRID REGION

MADRID POPULATION WILL INCREASE A 11% FROM 2019 TO 2033, WHILE SPAIN WILL INCREASE A 4% IN THE SAME PERIOD



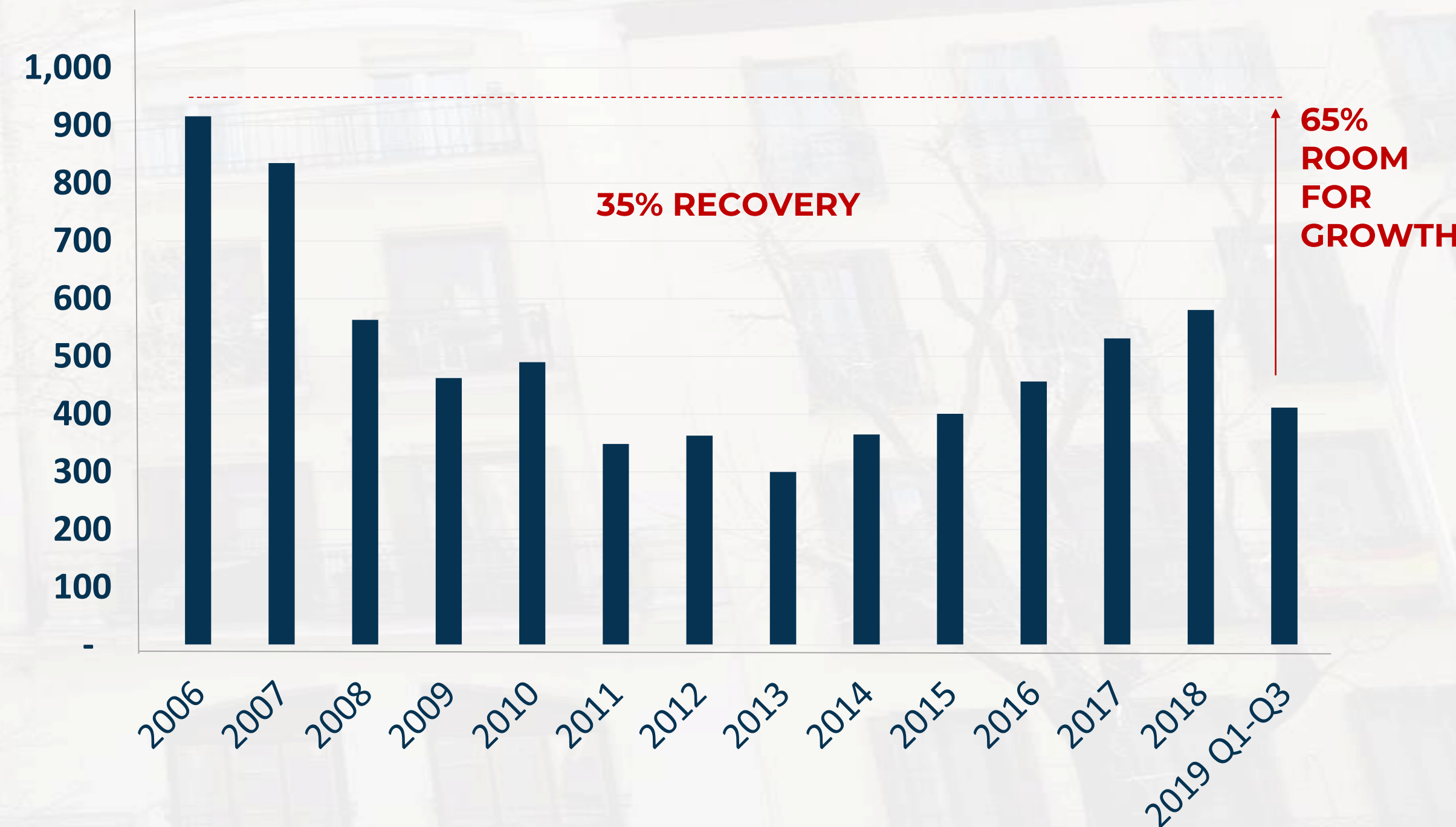
# REAL ESTATE MARKET OUTLOOK: SALE MARKET

## TRANSACTION PRICE EVOLUTION €/SQM



STILL **ROOM FOR PRICE GROWTH** IN **MADRID** COMPARED TO PEAK LEVELS

## SPAIN TRANSACTIONS EVOLUTION (€ k)

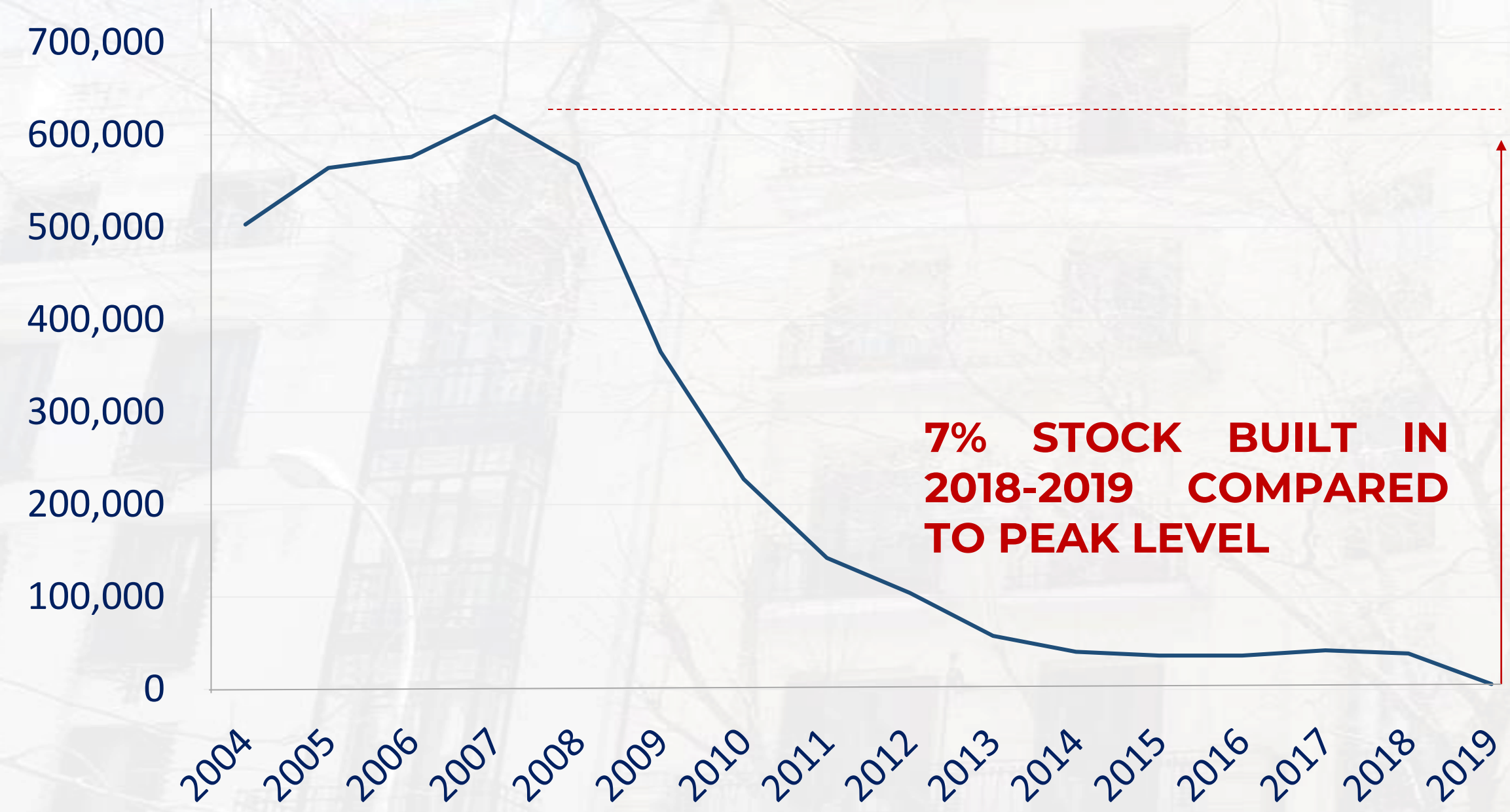


SINCE 2012 **SPAIN'S TRANSACTIONS VOLUME** **GROWING**, ALTHOUGH STILL **FAR FROM PEAK**



# REAL ESTATE MARKET OUTLOOK: SALE MARKET

SPAIN BUILT STOCK BY YEAR



SPAIN NEW RESIDENTIAL UNITS 2015-2019



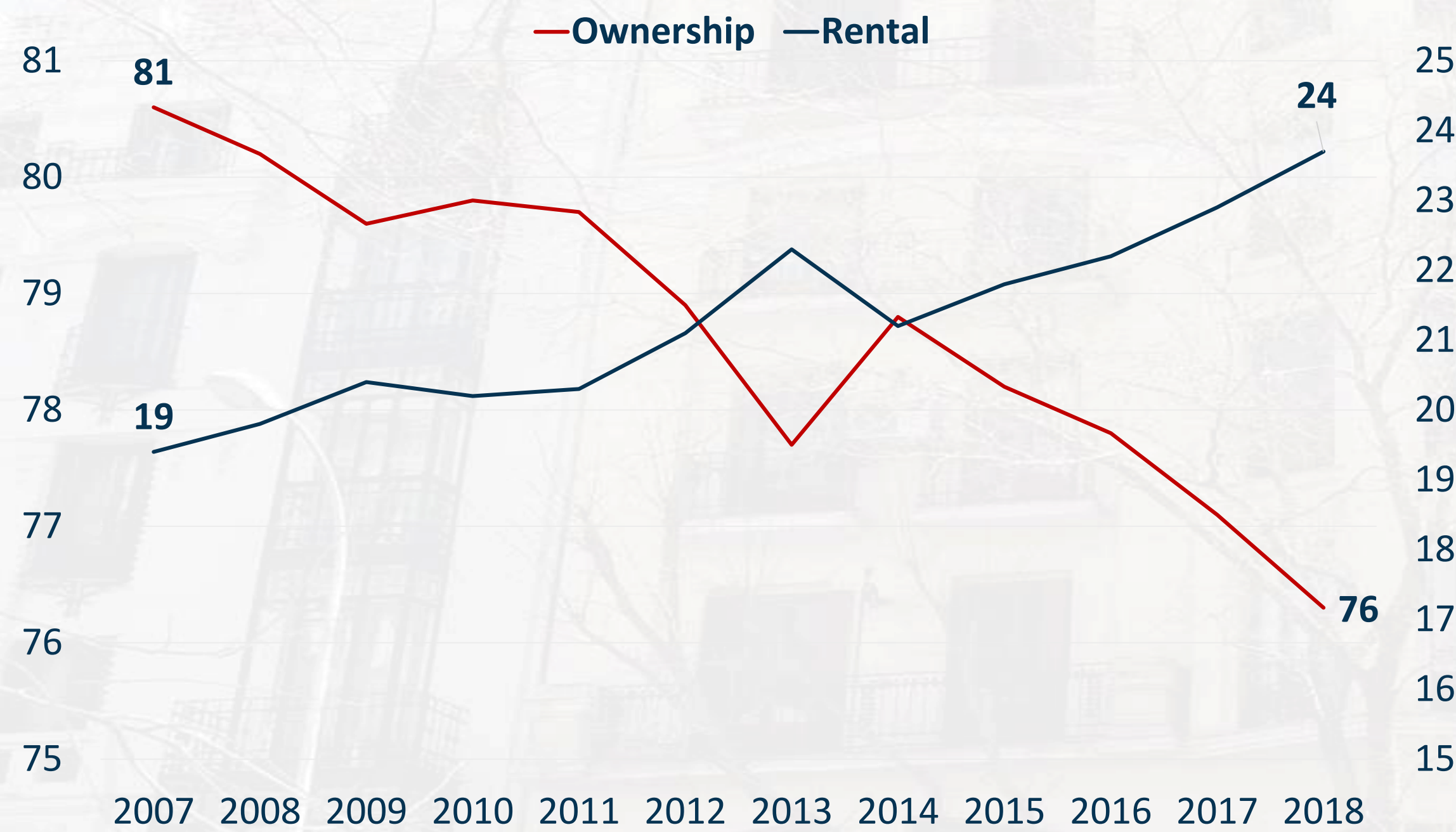
**STRONG UNBALANCE** BETWEEN DEMAND AND SUPPLY OF **NEW RESIDENTIAL UNITS** WITH VERY **LIMITED NEW SUPPLY** IN THE LAST 10 YEARS

RECENTLY, **INCREASING SUPPLY OF NEW RESIDENTIAL UNITS** (100K NEW UNITS IN 2019), ALTHOUGH **STILL FAR FROM PRE-CRISIS NUMBERS** (AROUND 800K NEW UNITS IN 2006)

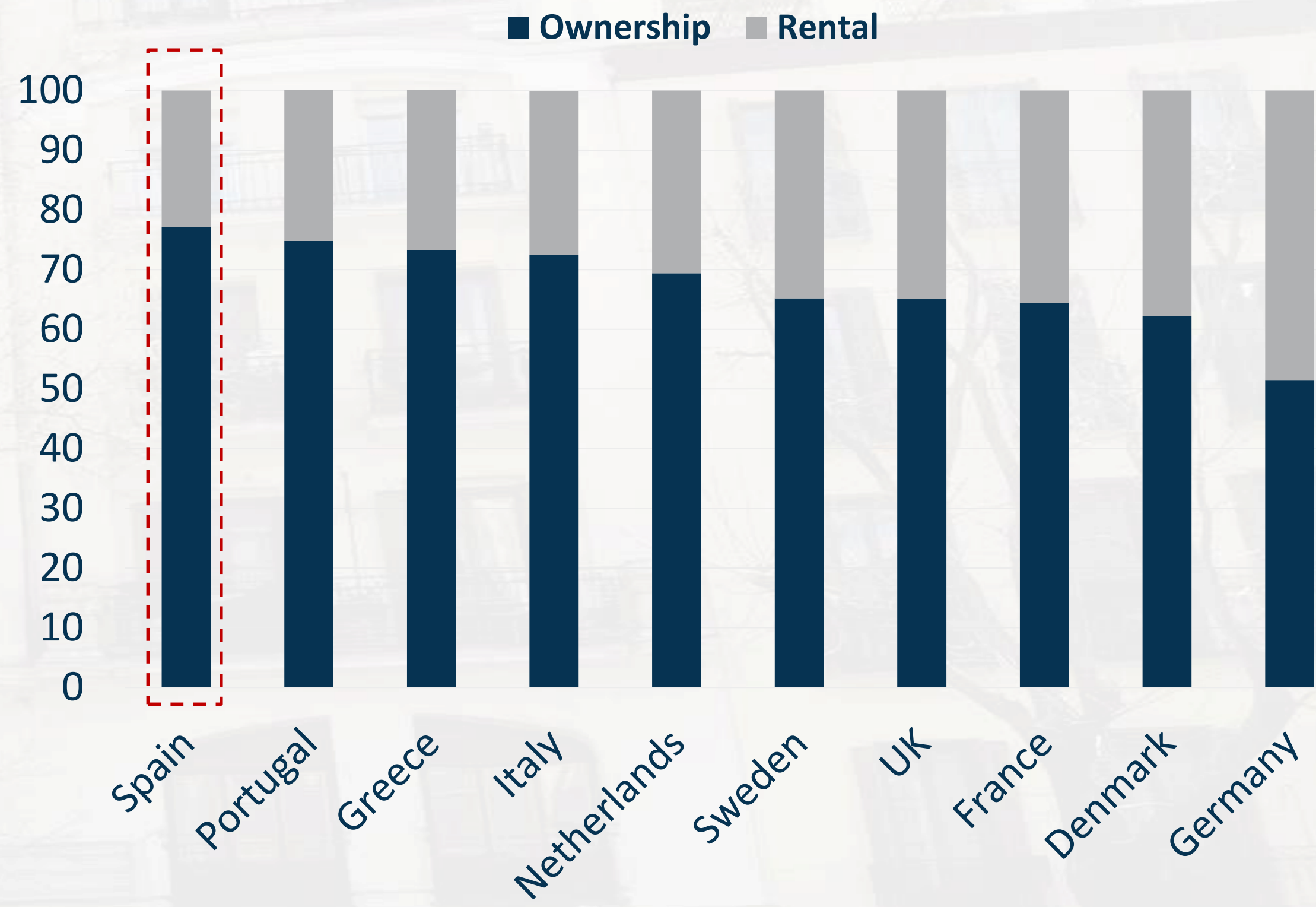


# REAL ESTATE MARKET OUTLOOK: RENTAL MARKET

SPANISH TENANCY RATIO (% OWNERS VS RENTAL)



% HOUSEHOLD DISTRIBUTION BY HOUSING REGIME



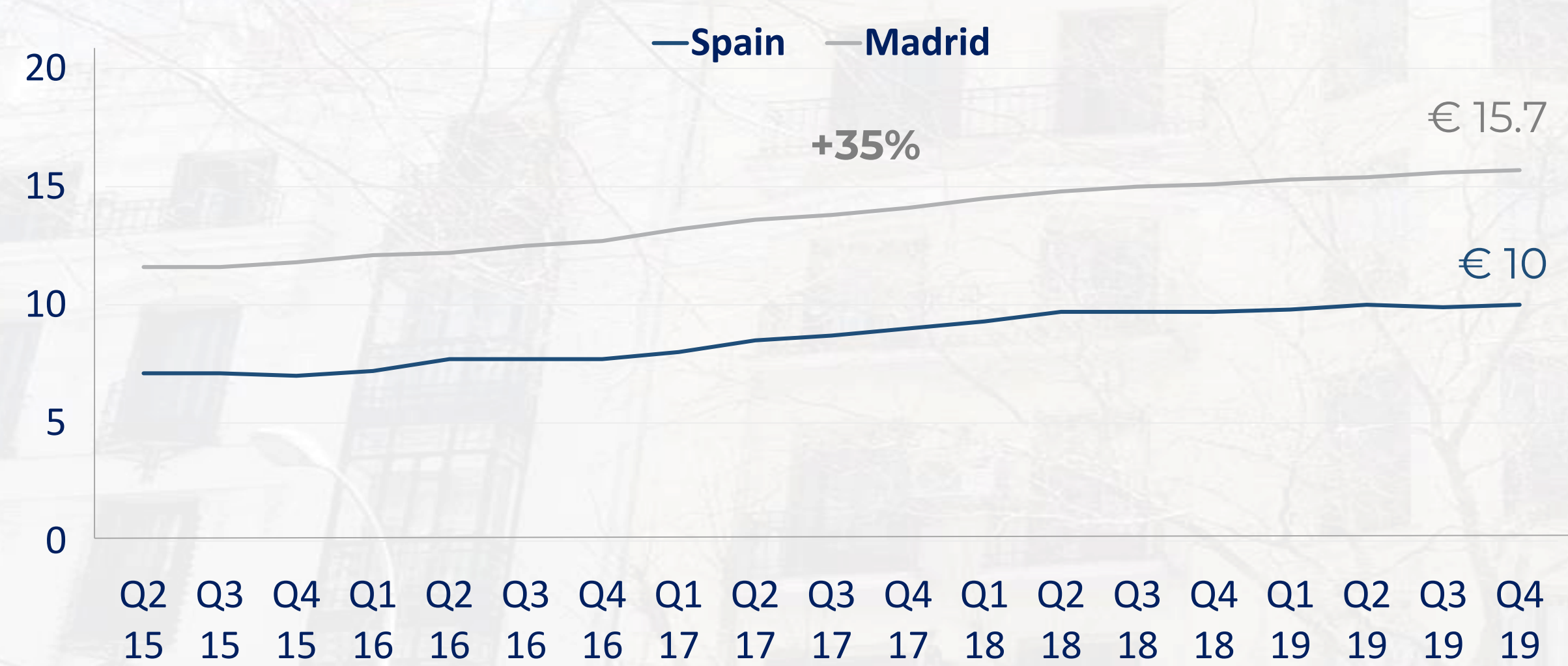
RESIDENTIAL RENTAL SEGMENT CONTINUES ITS UPWARD TREND. CURRENTLY, **24% OF HOUSEHOLDS LIVE UNDER RENTAL REGIME**

**ROOM FOR GROWTH** COMPARING TO MAIN EUROPEAN ECONOMIES

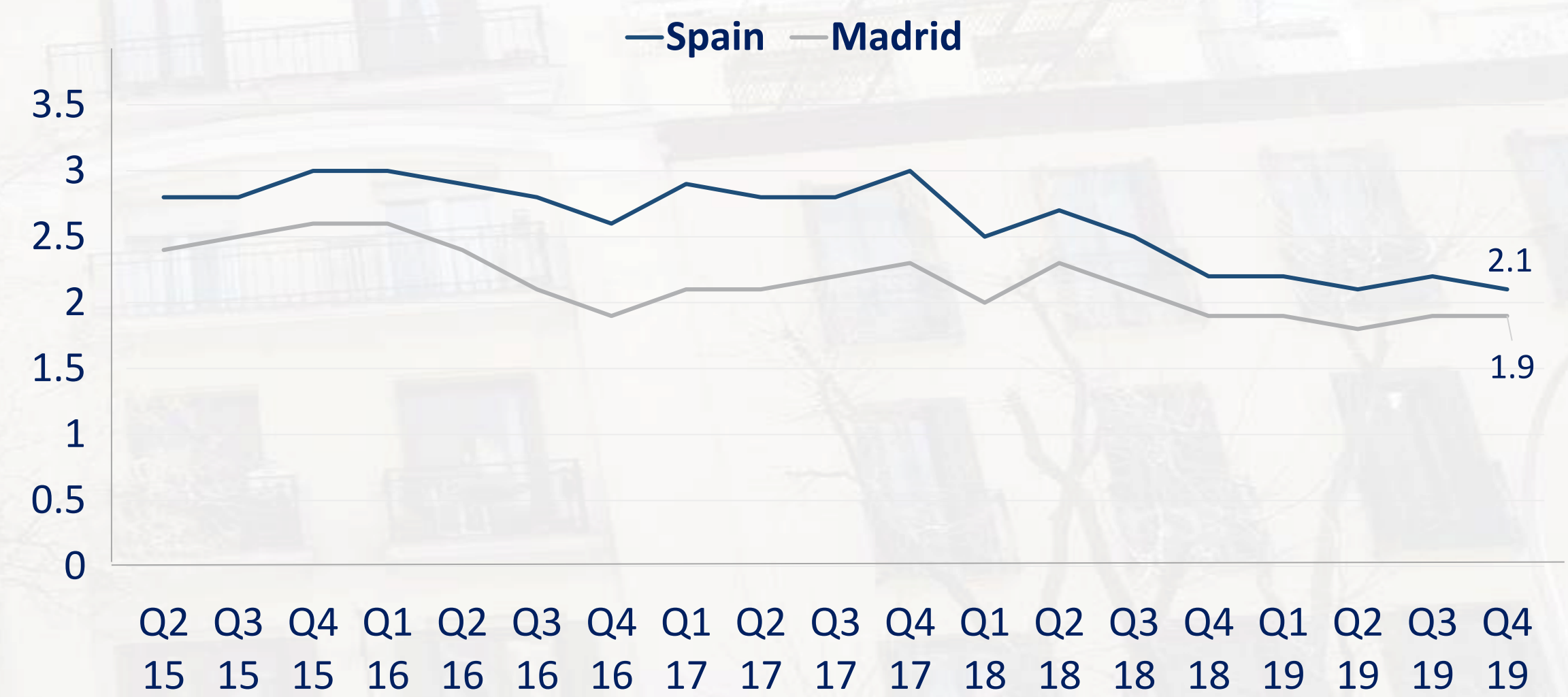


# REAL ESTATE MARKET OUTLOOK: RENTAL MARKET

## RENT PRICE EVOLUTION €/SQM/MONTH



## AVG. TIME TO RENT (MONTHS)



**STRONG RENTAL MARKET GROWTH** IN SPAIN  
AND MADRID

**HIGH LIQUIDITY** IN MADRID AND SPAIN WITH  
VERY **SHORT TIME TO RENT** DUE TO LOW  
SUPPLY, ESPECIALLY IN **MADRID**



The background of the slide is a photograph of a multi-story apartment building. The building has a light-colored facade, possibly beige or cream, with white window frames and balconies. The balconies have metal railings. Some balconies have plants or laundry hanging on them. The building is set against a clear blue sky. In the foreground, there is a tree with orange-brown leaves, suggesting autumn. The overall scene is bright and sunny.

## 5. STRATEGY UPDATE



# STRATEGY UPDATE

AS A FOLLOW UP REGARDING THE BEST EFFORTS  
COMMITMENT TO BE LISTED IN THE MAIN MARKET THAT  
WAS ANNOUNCED LAST MAY, VBARE HAS HIRED

## **MIRABAUD SECURITIES**

VBARE AND MIRABAUD ARE JOINTLY EXPLORING  
DIFFERENT ALTERNATIVES (AMONG OTHERS, A  
POTENTIAL SHARE CAPITAL INCREASE) **TO REACH A NAV  
OF €100M AND STEP UP INTO THE MAIN MARKET IN THE  
FOLLOWING MONTHS**



