



Construimos casas pensando en personas.

June 21<sup>st</sup>, 2018

# Business Update

## Morgan Stanley Property Conference

Can Mates Homes  
Barcelona (2018 Delivery)



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# H1 BUSINESS UPDATE

 2018	<p><b>Deliveries 2018</b>                  On track to deliver c. 1,000 units</p>	<p><b>2 sites planned for H1 already delivered</b>                  2 sites remaining starting the notarization process</p>
 2019	<p><b>Deliveries 2019</b>                  On track to deliver c. 2,000 units</p>	<p><b>All licenses received, all 31 sites WIP</b>                  Adequate site progress: 8 sites in façade works (+2 v Q1) / 8 structure works (+1 v Q1) / 15 foundation works (+2 v Q1)</p>
 2020-2021	<p><b>Deliveries 2020 &amp; 2021</b>                  5,600 units launched / 400+ units with licenses</p>	<p><b>4,000 + units / Licenses requested YTD</b>  <b>c.1,000 units / Additional licenses expected by H1 report date</b></p>
 Revenues	<p><b>c. 7,000 units in commercialization</b>                  Increased pre-sales rhythm in commercialization starts</p>	<p><b>4,000 units started pre-sales YTD</b>  <b>€230m+ accumulated pre-sales expected by H1</b></p>
 Operations	<p><b>47 Sites in Construction</b></p>	<p><b>13 sites / c.1,000 units</b>                  New WIP YTD</p>
 Land Bank	<p><b>Fully permitted acquisitions</b>                  Optimising equity-use</p>	<p><b>€22.6m / 7 plots / 400+ units</b>                  c. 70% paid upfront / c.30% deferred</p>
 Ancillary Businesses	<p><b>Steady Legacy Liquidation</b></p>	<p><b>c.€18m expected accumulated sales by H1</b></p>

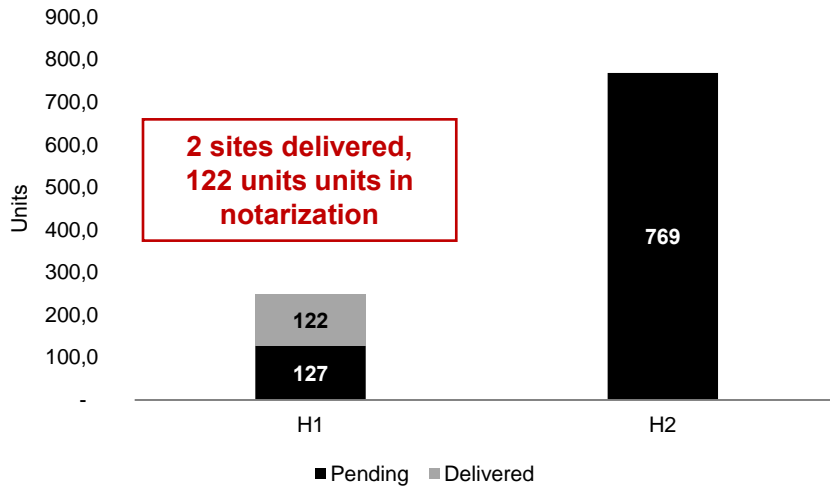
# 2018 DELIVERIES STARTED IN H1

2 SITES DELIVERED, 2 IN NOTARIZATION - 10 SITES PROGRESSING ADEQUATELY FOR H2 DELIVERY

## Expected Delivery Calendar

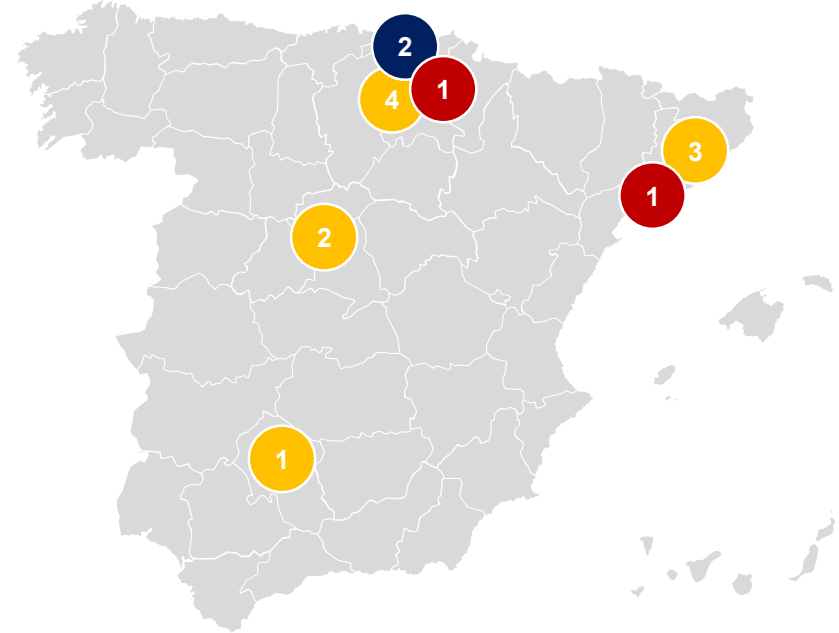
### ON TRACK TO DELIVER c. 1,000 UNITS IN 2018

Company focused on execution and confident on meeting deliveries targets



c. 95% of 2018 deliveries pre-sold

## STATUS OF THE 14 SITES TO BE DELIVERED IN 2018



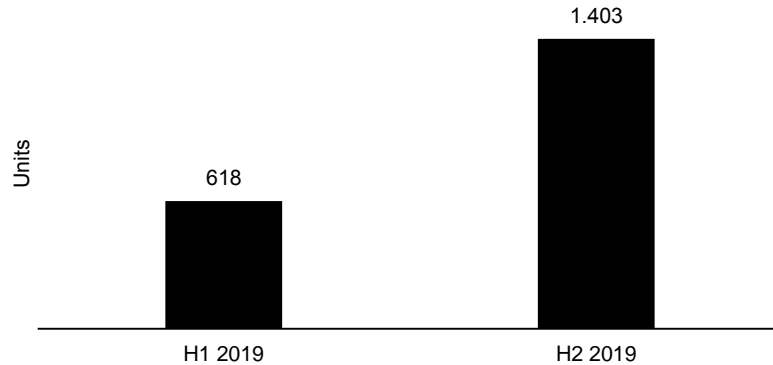
■ Façade Works ■ Finished ■ Delivered

# 2019 DELIVERIES SITES ON TRACK

c.2,000 UNITS UNDER CONSTRUCTION

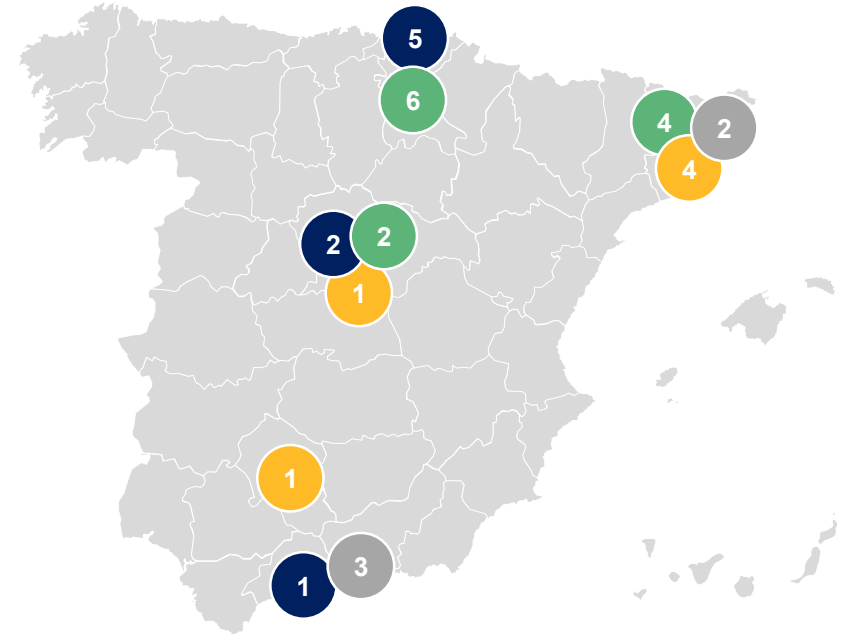
## Expected Delivery Calendar

**ON TRACK TO DELIVER c. 2,000 UNITS IN 2019**



**65%+ of 2018 deliveries pre-sold**

## 31 SITES IN CONSTRUCTION TO BE DELIVERED IN 2019



■ Façade Works ■ Structure Works ■ Foundation Works ■ Initial Works



Deliveries

# C. 250 UNITS TO BE DELIVERED IN H1

## 2 SITES DELIVERED, 2 IN NOTARIZATION

### Urduliz Homes - DELIVERED



Region	North
Location	Urduliz, Biscay
Units (#)	36
Sqm	4,030
Construction Company	C. Murias
Construction Started	Q3 2016
Construction Finished	Q1 2018
Delivery	Q2 2018
Pre-sales at Delivery	100%



### Port Forum Homes II - DELIVERED



Region	East
Location	Sant Adria de Besos, Barcelona
Units (#)	86
Sqm	7,783
Construction Company	Aldesa
Construction Started	Q2 2016
Construction Finished	Q2 2018
Delivery	Q2 2018
Pre-sales at Delivery	100%



### Landako Homes



Region	North
Location	Durango, Biscay
Units (#)	51
Sqm	8,734
Construction Company	Lagunketa
Construction Started	Q3 2016
Construction Finished	Q2 2018
Delivery	Q2 2018
Pre-sales at Delivery	100%



### San Roke Homes



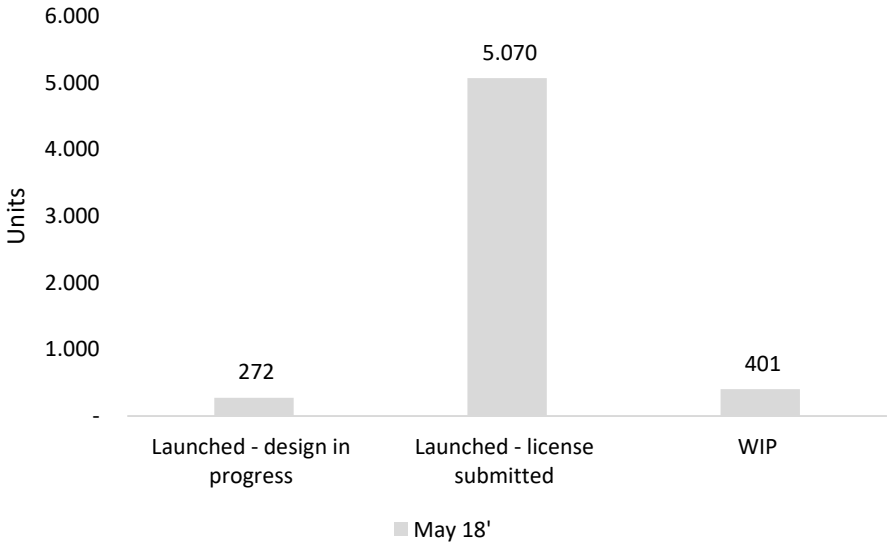
Region	North
Location	Portugalete, Biscay
Units (#)	76
Sqm	13,656
Construction Company	ACR
Construction Started	Q1 2016
Construction Finished	Q2 2018
Delivery	Q2 2018
Pre-sales at Delivery	100%



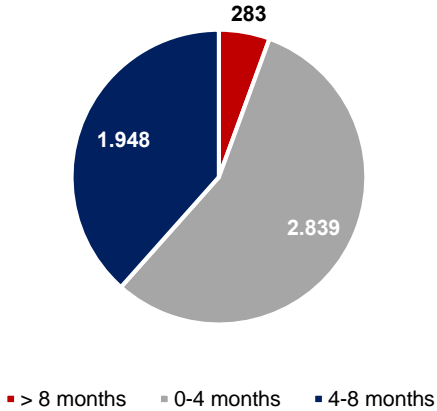
# ZOOM INTO 2020 & 2021 DELIVERIES

## KEEPING UP THE INTENSITY IN LAUNCHES AND LICENSING

### 2020 AND 2021 LICENSING PROGRESS



Status of pending licenses by submission date



### 2020 AND 2021 DEVELOPMENT ACTIVITY SNAPSHOT

**5,600+ units** launched

**c.400 units** WIP

**5,000+ units** with license requested

**200+ units** with design in progress

### 2020 AND 2021 Q2 PROGRESS

Licenses for **4,000+ units** submitted YTD

Additional licenses for **c. 1,000 units** expected to be granted by the time of H1 report



# C. 7,000 UNITS IN COMMERCIALIZATION

## 4,000+ UNITS STARTED PRE-SELLING YTD

### STRONG REVENUE VISIBILITY

5%+ remaining of '18 to be sold close to delivery to optimize revenue

## 4,000+ UNITS STARTED COMMERCIALIZATION YTD

### PRE-SALES OF €230M+

EXPECTED BY THE END OF H1

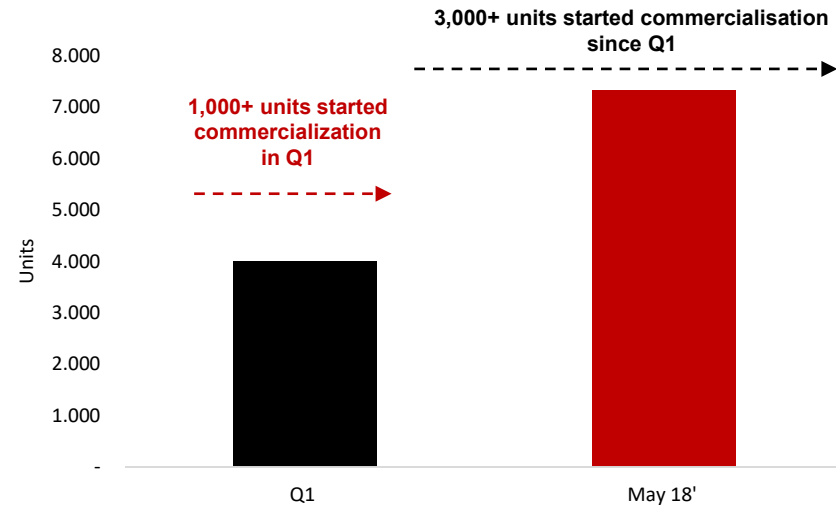
INCREASED PRE-SALES RHYTHM IN COMMERCIALIZATION STARTS

### €20M+ EXTRA GROSS MARGIN ON WIP

SALES PRICES CONTINUE OUTSTRIPPING COST INFLATION

### 3,000+ COMMERCIALIZATION STARTS SINCE Q1

### 1,300+ UNITS TO BE PRE-SOLD IN THE REMAINDER OF 2018



### STRONG FLOW OF PRE-SALES START THROUGHOUT ALL REGIONAL DIVISIONS



Sant Just Homes II, Sant Just Desvern, Barcelona (49 units)



Mistral Homes, Valencia (215 units)



Europa Homes, San Sebastián de los Reyes, Madrid (139 units)



Limonar Homes, Málaga (154 units)



# CONSTRUCTION ON TRACK

WORKS STARTING SOON FOR c. 1,000 UNITS OF 2020 DELIVERIES

**47<sup>(1)</sup> SITES IN CONSTRUCTION**

**c. 3,300 units**

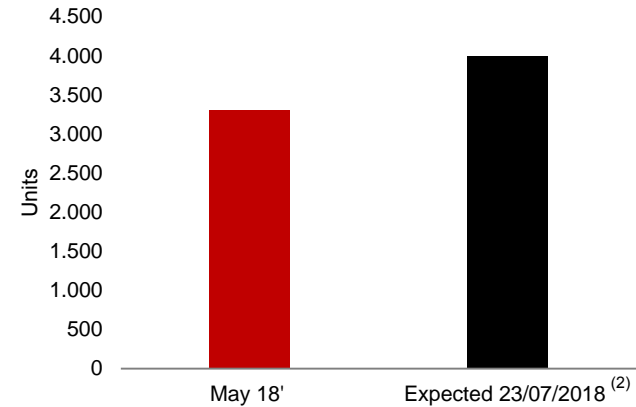
€430M+ AGGREGATE CONTRACTED CAPEX  
1% BELOW BP

**On track to meet '18 and '19 deliveries**

**CONSTRUCTION START EXPECTED AT  
c.1,000 UNITS FOR 2020 BY H1 RELEASE**

## UNITS IN CONSTRUCTION

**c.1,000 UNITS TO START WORKS BEFORE SUMMER**



## 2018 DELIVERIES FINALISING WORKS



Can Mates Homes (45 units)  
Sant Cugat del Valles, Barcelona



Plaza Homes (217 units)  
Getafe, Madrid



Palacio Homes (40 units)  
Córdoba

(1) Includes Landako Homes (51 units) and San Roke Homes (76 units). These developments have finished the construction and notarization is expected to start in the last two weeks of June / (2) Net of H1 deliveries

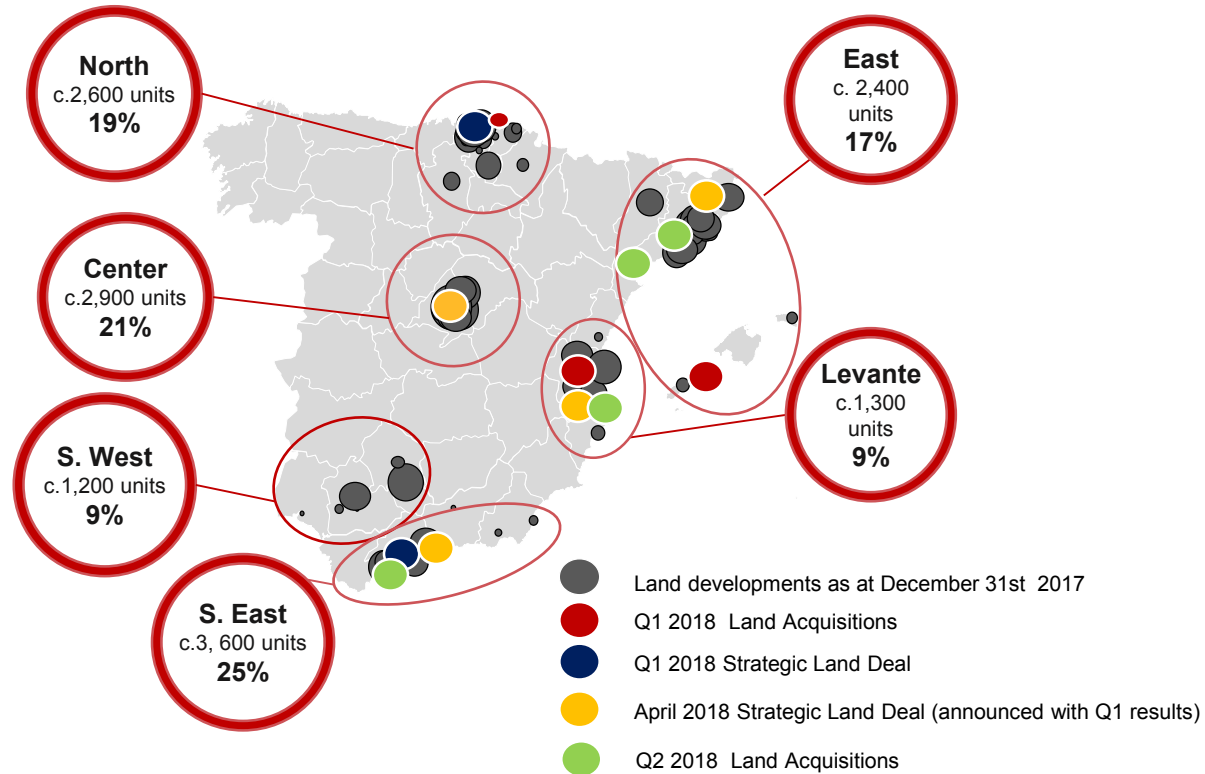
# STRENGTHENING THE FULLY PERMITTED LAND BANK IN AN EQUITY-EFFICIENT WAY

**c. 14,000 units<sup>(1)</sup> land bank**  
Including **1,400+ units** of strategic land

**UPDATE ON Q2 FULLY PERMITTED LAND ACQUISITIONS**

**Fully-permitted acquisition Q2:**  
4 plots acquired for 250 + units in Levante, East and South East for **€14m** (€8.7m equity deployed)

**Fully-permitted acquisition YTD<sup>(2)</sup>:**  
7 plots acquired for 400 + units in North, Levante, East and South East for **€22.6m** (€16.3m equity deployed)



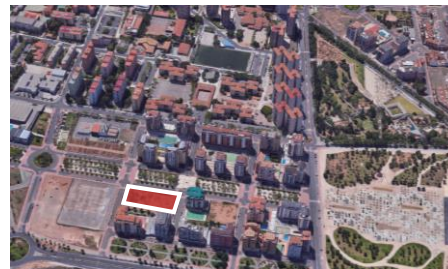
## CHERRY – PICKED FULLY PERMITTED LAND ACQUIRED IN Q2



Plot acquired in Sitges, Barcelona for the development of 25 units



Plot acquired in Tarragona for the development of 38 units



Plot acquired in Castellón for the development of 72 units



Plot acquired in Estepona, Málaga for the development of 126 units

(1) Land bank of c. 12,500 from FY 2017 Savills' Valuation + 400+ units of fully permitted acquisition + 1,400+ units of strategic land acquired minus c.250 units delivered in H1 (2) Acquisitions in Q1 included the final execution of a private contract on the Cala Llenya (Ibiza) plot (60 units), signed in 2015 and the acquisition of an undivided part of a neighbouring plot in Leioandi (16 units)

Riverside Homes  
Madrid (Center)



**Neinor**

HOMES