



**Shopping Centre**  
Lagoh (Sevilla)



# 5

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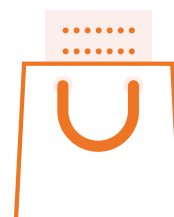
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(\*) Project under development / (\*\*) Asset sold in January 2019



## Megapark Shopping Centre



MegaPark®  
BARAKALDO

Bilbao



### Location & Profile

The centre is located in the largest retail area in the País Vasco.

Primary catchment area of more than 965,000 people.

Excellent location and access via the A-8 motorway.

Total sales at the end of the year reached EUR109.2 million.

Footfall 2018: 9.9 million visitors.

### Investment Rationale

Features some of the top international retail warehouse operators, such as Decathlon, Conforama, Mediamarkt or El Corte Inglés.

The retail arcade has excellent tenants such as Tommy Hilfiger, CK, Converse, Desigual and Mercadona (Spain's leading distributor).

It is the only Outlet Centre in a 400 km radius.

Strategic acquisition of the leisure complex in October 2017 to gain full control of the retail park.

The leisure complex boasts big name tenants including Burger King, Ribs, Tagliatella, Jugettos, as well as the cinemas with the highest turnover in the Basque Country (totalling 11 screens).

### Asset Characteristics

Property Name	<b>Megapark</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Barakaldo (Bilbao)</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>2007</b>
GLA	<b>83,349 sqm</b>
Purchase Date	<b>19 October 2015/27 October 2017</b>
Acquisition Price	<b>€178.7 million</b>
Market Value (*)	<b>€222.2 million</b>
Price/sqm	<b>€2,143 per sqm</b>
Value/sqm	<b>€2,666 per sqm</b>
No. of Tenants	<b>78</b>
WAULT	<b>3.0 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>11.5% (**)</b>
EPRA Net Initial Yield	<b>4.8%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

(\*\*) The property is undergoing significant refurbishments meaning that some units are being vacated temporarily.

## Gran Vía Shopping Centre



Vigo



### Location & Profile

Shopping centre located in Vigo, the largest city in Pontevedra and the most populated city in the autonomous region of Galicia.

It boasts an urban location that can be accessed on foot from any point of the city. It can also be very easily reached by car and public transport, and features 1,740 parking spaces.

Its main catchment area is home to almost 300,000 people, living within 30-minutes or less from the centre.

Footfall 2018: 7.1 million visitors.

Total sales at the end of the year reached EUR 104.2 million (3.6% y-o-y increase).

### Investment Rationale

Dominant shopping centre in its region thanks to its retail mix, premium quality and large size.

Rich retail offering, boasting a total of 132 stores, which are home to key retailers such as Zara, Massimo Dutti, H&M, Bimba y Lola, Tous, Pepe Jeans, C&A and Carrefour, with a occupancy level of 99.5% at the end of the year.

### Asset Characteristics

Property Name	<b>Gran Vía de Vigo</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Vigo</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>2006</b>
GLA	<b>41,432 sqm</b>
Purchase Date	<b>15 September 2016</b>
Acquisition Price	<b>€141.0 million</b>
Market Value (*)	<b>€173.0 million</b>
Price/sqm	<b>€3,401 per sqm</b>
Value/sqm	<b>€4,176 per sqm</b>
No. of Tenants	<b>98</b>
WAULT	<b>2.2 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>0.5%</b>
EPRA Net Initial Yield	<b>5.4%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Lagoh Shopping Centre



Sevilla



### Location & Profile

Plot of land classified with retail use in Palmas Altas Norte, Seville, acquired in March 2016, where a family retail and leisure/entertainment complex is planned.

Excellent location 4 kilometres from the centre of Seville.

100,000 sqm of retail and family leisure space.

High footfall in area: 1.5 million inhabitants.

Shopping centre scheduled to open in September 2019.

Currently in the process of obtaining the BREEAM ES® certification.

At the end of the year, round to 82% of GLA signed or with binding contract with leading retailers.

### Asset Characteristics

Property Name	<b>Lagoh</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Sevilla</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>In construction</b>
Estimated year of opening	<b>2019</b>
Status	<b>WIP</b>
Retail and family leisure space	<b>100,000 sqm</b>
Purchase Date	<b>1 March 2016</b>
Acquisition Price	<b>€40.5 million</b>
Market Value (*)	<b>€132.0 million</b>
No. of Tenants	<b>Multi-tenant</b>

### Investment Rationale

In advanced negotiations with many future tenants following the major interest received from the main restaurant, leisure and fashion brands.

A potential yearly revenue of EUR14 million is forecast.

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.



## Portal de la Marina and Hypermarket Shopping Centre



Alicante



### Location & Profile

Dominant shopping centre in the area comprised of Gandía, Denia and Calpe, three of Spain's main tourist destinations.

Located 100 km from Valencia beside the AP-7 Motorway, with a catchment area of more than 320,000 inhabitants.

Main tenants: H&M, Zara, C&A, Cortefiel, Massimo Dutti, Pull & Bear, Stradivarius, Lefties and Carrefour.

Total sales at the end of the year reached EUR71.4 million (2.2% y-o-y increase).

Footfall 2018: 3.7 million visitors.

### Investment Rationale

High footfall due both to its high population density and the volume of tourists who visit.

During 2018 the property was refurbished, given a "new look" and refurbishing the dining area.

The hypermarket annexed to this asset is currently occupied by Carrefour.

Strategic acquisition of the hypermarket to gain full control of the adjacent shopping centre.

### Asset Characteristics

Property Name	<b>Portal de la Marina</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Ondara (Alicante)</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>2008</b>
GLA	<b>40,158 sqm</b>
Purchase Date	<b>30 October 2014/ 30 March 2016/ 9 June 2015</b>
Acquisition Price	<b>€89.2 million</b>
Market Value (*)	<b>€129.2 million</b>
Price/sqm	<b>€2,221 per sqm</b>
Value/sqm	<b>€3,217 per sqm</b>
No. of Tenants	<b>102</b>
WAULT	<b>2.8 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>6.3% (**)</b>
EPRA Net Initial Yield	<b>5.5%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

(\*\*) The property is undergoing significant refurbishments meaning that some units are being vacated temporarily.



## El Rosal Shopping Centre



León



### Location & Profile

Shopping centre located in the centre of Ponferrada, León.

El Rosal is the dominant shopping centre in the Bierzo region and the largest in the province of León.

It has excellent transport links and direct access to the A6 motorway.

Total sales at the end of the year reached EUR97.1 million.

Footfall 2018: 5.4 million visitors.

### Investment Rationale

Main tenants include, among others, leading top-tier brands such as Carrefour, Zara, H&M, Cortefiel, Worten and Burger King.

Comprises over 50,000 sqm of lettable area in an area with no competition boasting a 90.1% market share.

### Asset Characteristics

Property Name	<b>El Rosal</b>
Property Type	<b>Shopping Centre</b>
Location	<b>León</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>2007</b>
GLA	<b>51,156 sqm</b>
Purchase Date	<b>7 July 2015</b>
Acquisition Price	<b>€87.5 million</b>
Market Value (*)	<b>€110.2 million</b>
Price/sqm	<b>€1,715 per sqm</b>
Value/sqm	<b>€2,154 per sqm</b>
No. of Tenants	<b>100</b>
WAULT	<b>3.0 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>5.6%</b>
EPRA Net Initial Yield	<b>5.7%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Anec Blau Shopping Centre



Barcelona



### Location & Profile

Centre located in the best Catalan tourist destination, Castedefells. Located 18 km south of Barcelona, with access via the C-32.

Situated in a prized location 10 minutes from El Prat airport.

Its primary catchment area comprises 400,000 inhabitants.

Total sales at end of year reached EUR65.5 million.

Footfall 2018: 5.7 million visitors.

### Investment Rationale

Medium sized shopping centre, which is the leading centre in its catchment area.

Excellent tenants such as Zara, Massimo Dutti, Pull & Bear, C&A, H&M and Mercadona (leading distribution company in Spain, which has a 3,156 sqm retail unit).

### Asset Characteristics

Property Name	<b>Anec Blau</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Barcelona</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>2006</b>
GLA	<b>28,632 sqm</b>
Purchase Date	<b>31 July 2014</b>
Acquisition Price	<b>€80.0 million</b>
Market Value (*)	<b>€97.1 million</b>
Price/sqm	<b>€2,797 per sqm</b>
Value/sqm	<b>€3,390 per sqm</b>
No. of Tenants	<b>87</b>
WAULT	<b>3.0 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>7.3% (**)</b>
EPRA Net Initial Yield	<b>4.3%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

(\*\*) The property is undergoing significant refurbishments meaning that some units are being vacated temporarily.

## As Termas + Petrol Station Shopping Centre



Lugo



### Location & Profile

As Termas is located in the northern outskirts of Lugo, the capital city in a province of 350,000 inhabitants in the North West of Spain.

It is the dominant centre in the area, with a large primary catchment area (over 200,000 people).

The shopping centre has excellent visibility and is easily accessible from the N-VI, N-640 and A-6.

It also features 2,200 parking spaces.

Total sales at the end of the year reached EUR58 million (3.1% y-o-y increase).

Footfall 2018: 3.7 million visitors.

### Investment Rationale

Medium size dominant shopping centre in its catchment area.

The property provides the right mix of interesting current yields and upside potential.

### Asset Characteristics

Property Name	<b>As Termas</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Lugo</b>
Ownership (%) (*)	<b>100%</b>
Year of Construction	<b>2005</b>
GLA	<b>35,127 sqm</b>
Purchase Date	<b>15 April 2015/ 28 July 2015</b>
Acquisition Price	<b>€68.8 million</b>
Market Value (**)	<b>€87.6 million</b>
Price/sqm	<b>€1,959 per sqm</b>
Value/sqm	<b>€2,493 per sqm</b>
No. of Tenants	<b>74</b>
WAULT	<b>2.1 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>2.8%</b>
EPRA Net Initial Yield	<b>5.8%</b>

(\*) Lar España owns 100% of the shopping arcade.

(\*\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Albacenter, Hyper and retail units Shopping Centre



Albacete



### Location & Profile

Located in the heart of Albacete, it is the dominant shopping centre in the province.

The centre was opened in 1996, extended in 2004 and refurbished in 2008. During 2018 the property was refurbished with an image redesign and the entrance improvement.

Catchment area: more than 278,000 inhabitants.

Urban shopping centre, with easy access via A31 Motorway, with 1,223 parking spaces.

Total sales at the end of the year reached EUR32.1 million (10.2% y-o-y increase).

Footfall 2018: 4.7 million visitors.

### Investment Rationale

Medium size dominant shopping centre in its catchment area.

The centre features renowned fashion retailers, such as H&M, Springfield, Pull&Bear and Bershka, among others.

Hypermarket that complements the Albacenter shopping centre, also owned by Lar España, with Eroski and Primark as main tenants.

### Asset Characteristics

Property Name	<b>Albacenter</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Albacete</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>1996</b>
GLA	<b>27,890 sqm</b>
Purchase Date	<b>30 July 2014/ 19 December 2014</b>
Acquisition Price	<b>€39.9 million</b>
Market Value (*)	<b>€60.4 million</b>
Price/sqm	<b>€1,431 per sqm</b>
Value/sqm	<b>€2,164 per sqm</b>
No. of Tenants	<b>53</b>
WAULT	<b>1.9 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>2.8%</b>
EPRA Net Initial Yield	<b>4.5%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.



## Txingudi Shopping Centre



Guipúzcoa



### Location & Profile

Highly consolidated shopping centre in its catchment area, with limited current and future competition.

Closest primary catchment area comprises of 100,000 inhabitants.

Consolidated industrial and retail area with excellent access to the national motorway and the city.

Total sales at the end of the year reached EUR20.6 million (3.0% y-o-y increase)

Footfall 2018: 3.6 million visitors.

Recently remodeled.

### Investment Rationale

Its location near the border attracts a significant amount of traffic from France drawn by the Centre's offerings and prices.

The anchor tenants are: H&M, Kiabi, Mango, Springfield, Punto Roma and Gocco.

Strong asset management opportunities based on reduction in non-recoverable costs and improving vacancy and tenant mix. Reducing leisure and improving the offering of fashion brands will help to achieve a better balance of Spanish and French customers.

### Asset Characteristics

Property Name	<b>Txingudi</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Irún (Guipúzcoa)</b>
Ownership (%) (*)	<b>100%</b>
Year of Construction	<b>1997</b>
GLA	<b>10,712 sqm</b>
Purchase Date	<b>24 March 2014</b>
Acquisition Price	<b>€27.7 million</b>
Market Value (**)	<b>€37.5 million</b>
Price/sqm	<b>€2,735 per sqm</b>
Value/sqm	<b>€3,501 per sqm</b>
No. of Tenants	<b>44</b>
WAULT	<b>2.8 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>2.4%</b>
EPRA Net Initial Yield	<b>6.6%</b>

(\*) Lar España owns 100% of the shopping arcade.

(\*\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Las Huertas Shopping Centre



Palencia



### Location & Profile

Located in Palencia, within the Castilla y León Region in North West Spain.

Direct catchment area of more than 81,000 inhabitants.

The immediate surrounding area comprises a mixed residential and retail area, therefore 35% are pedestrians. Well located, connecting the city centre with the A-67 highway (main connection between Palencia and Valladolid).

Total sales at the end of the year reached EUR8.7 million (2.3% y-o-y increase).

Footfall 2018: 2.2 million visitors.

In 2016 the property was refurbished and given a "new look".

### Asset Characteristics

Property Name	<b>Las Huertas</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Palencia</b>
Ownership (%) (*)	<b>100%</b>
Year of Construction	<b>1989</b>
GLA	<b>6,267 sqm</b>
Purchase Date	<b>24 March 2014</b>
Acquisition Price	<b>€11.7 million</b>
Market Value (**)	<b>€12.6 million</b>
Price/sqm	<b>€1,867 per sqm</b>
Value/sqm	<b>€2,011 per sqm</b>
No. of Tenants	<b>27</b>
WAULT	<b>1.5 years</b>

### Investment Rationale

Only shopping centre in Palencia in where we would particularly note the presence of the Carrefour Hypermarket.

The Centre has a good offering centred on professional retailers, with well-renowned international and national brands: Springfield, Deichman, Time Road and Sprinter.

### Key Performance Indicators

EPRA Vacancy Rate	<b>6.6%</b>
EPRA Net Initial Yield	<b>7.1%</b>

(\*) Lar España owns 100% of the shopping arcade.

(\*\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Parque Abadía and Commercial Gallery Shopping Centre



Toledo



### Location & Profile

Retail park located in Toledo, the most popular in its catchment and the largest in Castilla-La Mancha.

Easily accessed and the go-to retail park in the region, attracting people from Toledo and the surrounding provinces.

Its catchment includes over 300,000 people that live within a half-hour drive from the centre, which is located next to the Madrid-Toledo motorway, ten minutes from Toledo.

Footfall 2018: 3.0 million visitors.

Total sales at the end of the year reached EUR 32.3 million (4.7% y-o-y increase)

### Investment Rationale

Dominant shopping centre in its region thanks to its retail mix, premium quality and size.

Benefits from an excellent location, can be very easily accessed, and boasts first rate design and visibility.

Extensive retail offering, with over 50 stores located throughout the retail park. These are all complemented by the wide variety of products on offer at the Alcampo Hypermarket, Petrol Station and Pharmacy.

Comprises over 50,000 sqm with 2,800 parking spaces (1,200 covered parking spaces).

Strategic acquisition of the retail park's shopping centre in February 2018, giving Lar España full control of the park.

### Asset Characteristics

Property Name	<b>Parque Abadía</b>
Property Type	<b>Shopping Centre</b>
Location	<b>Toledo</b>
Ownership (%)	<b>81%</b>
Year of Construction	<b>2011</b>
GLA	<b>43,154 sqm</b>
Purchase Date	<b>27 March 2017/ 20 February 2018</b>
Acquisition Price	<b>€77.1 million</b>
Market Value (*)	<b>€83.4 million</b>
Price/sqm	<b>€1,705 per sqm</b>
Value/sqm	<b>€1,933 per sqm</b>
No. of Tenants	<b>53</b>
WAULT	<b>2.3 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>6.1% (**)</b>
EPRA Net Initial Yield	<b>5.7%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

(\*\*) As the reporting date, the EPRA Vacancy Rate stands at 1.1%.

## Rivas Futura Retail Park



Madrid



### Location & Profile

The property is located in the municipality of Rivas, just ten minutes from central Madrid, in the metropolitan area's fastest-growing locality in terms of population, urban development and business activity.

It boasts excellent road connections, with easy access to the M-30, M-40, M-45 and M-50 motorways and to Calle de O'Donnell, one of the city's main arterial roads. A metro station (line 9) and numerous bus routes running from Madrid provide further transport options.

Over the course of 2018, work was carried out to improve parking facilities and the property's external façades.

It is the third-largest retail complex in Madrid and the ninth-largest in Spain.

Around 400,000 people live in the centre's catchment area (i.e. within a 20-minute radius).

Footfall in 2018: 6.2 million visitors.

Total sales in 2018: €21.6 million (3.5% y-o-y increase).

### Investment Rationale

The property is highly liquid due to its prime location, prestigious tenants, lease lengths and retail mix.

With an occupancy rate of 83.5%, its extensive retail offering includes big-name brands such as El Corte Inglés, Media Markt, Conforama, Maison du Monde, Kiabi and Norauto.

### Asset Characteristics

Property Name	<b>Rivas Futura</b>
Property Type	<b>Retail Park</b>
Location	<b>Madrid</b>
Ownership (%)	<b>75%</b>
Year of Construction	<b>2006</b>
GLA	<b>36,447 sqm</b>
Purchase Date	<b>6 February 2018</b>
Acquisition Price	<b>€61.6 million</b>
Market Value (*)	<b>€67.5 million</b>
Price/sqm	<b>€1,677 per sqm</b>
Value/sqm	<b>€1,852 per sqm</b>
No. of Tenants	<b>21</b>
WAULT	<b>2.2 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>4.2%</b>
EPRA Net Initial Yield	<b>5.4%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.



## VidaNova Parc

### Retail Park



Valencia



#### Location & Profile

The centre boasts a prized location in Sagunto (Valencia), in a rapidly developing area geared towards tourism and industry.

Spanning over 45,000 sqm, around €50 million has been invested in the retail park, with retailers investing a further €40 million.

At the end of 2018, 100% of the GLA was let and occupied.

More than 250,000 people live within the centre's catchment area.

The largest retail park launched in Spain in 2018, it opened its doors for the first time on 26 September.

Footfall in 2018: 373,000 visitors (between the opening date and 31 December 2018).

Recorded sales for 2018 (from the opening date to year-end) came to a total of €15.1 million.

#### Investment Rationale

The property comprises a retail park, featuring a supermarket and a retail arcade with fashion, accessories and service stores. It will also include a retail park, offering stores that specialise in sports, DIY, decoration, homewares, toys, fashion, leisure and entertainment and accessories.

Some of our main tenants will include Leroy Merlin, Decathlon, Yelmo Cines, Urban Planet, C&A and Worten.

A yearly revenue of EUR4 million is forecast with an annual footfall of 5 million visitors.

#### Asset Characteristics

Property Name	<b>VidaNova Parc</b>
Property Type	<b>Retail Park</b>
Location	<b>Sagunto (Valencia)</b>
Ownership (%)	<b>98%</b>
Year of Construction	<b>2018</b>
GLA	<b>45,568 sqm</b>
Purchase Date	<b>3 August 2015</b>
Acquisition Price	<b>€14.0 million</b>
Market Value (*)	<b>€59.9 million</b>
Price/sqm	<b>N/A</b>
Value/sqm	<b>€1,315 per sqm</b>
No. of Tenants	<b>33</b>
WAULT	<b>4.9 years</b>

#### Key Performance Indicators

EPRA Vacancy Rate	<b>0.0%</b>
EPRA Net Initial Yield	<b>5.7%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Supermarkets Portfolio

### Retail Warehouses

Cantabria, País Vasco, La Rioja, Navarra y Baleares



#### Location & Profile

Diversified portfolio of 22 supermarkets operated by Eroski, located in Northern Spain and the Balearic Islands.

100% occupied with long-term leases

#### Investment Rationale

Off-market purchase at a very attractive price of a diversified portfolio comprising 22 retail units operated by Eroski, 100% occupied, with long-term leases and stable cash flow

#### Asset Characteristics

Property Name	<b>Supermarkets portfolio</b>
Property Type	<b>Retail Warehouses</b>
Location	<b>Cantabria, País Vasco, La Rioja, Navarra y Baleares</b>
Ownership (%)	<b>100%</b>
GLA	<b>27,909 sqm</b>
Purchase Date	<b>27 March 2017</b>
Acquisition Price	<b>€47.6 million</b>
Market Value (*)	<b>€53.0 million</b>
Price/sqm	<b>€1,652 per sqm</b>
Value/sqm	<b>€1,900 per sqm</b>
No. of Tenants	<b>1</b>
WAULT	<b>12.3 years</b>

#### Key Performance Indicators

EPRA Vacancy Rate	<b>0.0%</b>
EPRA Net Initial Yield	<b>7.1%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Vistahermosa Retail Park



Alicante



### Location & Profile

Located along one of the three main roads in Alicante.

It boasts a large catchment area, reaching 450,000 people.

Parque Vistahermosa features unique retailers that cannot be found in other shopping centres in Alicante.

Total sales at year-end 2018 came in at EUR72.6 million (5.8% y-o-y increase).

Footfall 2018: 7.3 million visitors (6.2% y-o-y increase)

### Asset Characteristics

Property Name	<b>Vistahermosa</b>
Property Type	<b>Retail Park</b>
Location	<b>Alicante</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>2002</b>
GLA	<b>33,363 sqm</b>
Purchase Date	<b>16 June 2016</b>
Acquisition Price	<b>€42.5 million</b>
Market Value <sup>(*)</sup>	<b>€50.5 million</b>
Price/sqm	<b>€1,246 per sqm</b>
Value/sqm	<b>€1,515 per sqm</b>
No. of Tenants	<b>13</b>
WAULT	<b>4.7 years</b>

### Investment Rationale

Some of its main tenants include major anchors such as Leroy Merlin, Alcampo and Media Markt.

Considerable repositioning potential.

Only urban retail park in Alicante.

### Key Performance Indicators

EPRA Vacancy Rate	<b>5.1%</b>
EPRA Net Initial Yield	<b>5.6%</b>

*(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.*



## Eloy Gonzalo Office building



Madrid



### Location & Profile

Located on Eloy Gonzalo, 27, is in an excellent location, just one kilometre from the central Paseo de la Castellana, very close to the city's central business district.

The "Iglesia" metro station (Line 1) is situated just 100 m from the property. "Quevedo" station, line 2 is situated 350 m from the building.

The property comprises 6,401 sqm (GLA), arranged over eight above ground floors.

He property's operating licence permits Office use, and Retail use on the ground and lower ground floors. Town planning regulations also permits Residential use.

The property is rectangular in shape, and has facades that front on to Calle Eloy Gonzalo (22.50 m) and Calle Santísima Trinidad (32.20 m).

During 2018 the refurbishment project was completed.

### Investment Rationale

The average rent in the property is clearly below market rent.

Its flexible design and abundance of natural light provide a flexible space for a wide variety of office occupiers.

On 19 March 2018 a lease agreement for 4,364 sqm (70% of GLA) and an initial lease term of 15 years was signed with WeWork, the leading co-working space company.

The property features a wrap around terrace on the top floor (7th)

### Asset Characteristics

Property Name	<b>Eloy Gonzalo</b>
Property Type	<b>Office building</b>
Location	<b>Madrid</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>1962</b>
GLA	<b>6,401 sqm</b>
Purchase Date	<b>23 December 2014</b>
Acquisition Price	<b>€12.7 million</b>
Market Value (*)	<b>€39.4 million</b>
Price/sqm	<b>€2,038 per sqm</b>
Value/sqm	<b>€6,155 per sqm</b>
No. of Tenants	<b>7</b>
WAULT	<b>11.6 years</b>

### Key Performance Indicators

EPRA Vacancy Rate	<b>0.0%</b>
EPRA Net Initial Yield	<b>3.0%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.



## Marcelo Spínola

### Office building



Madrid



#### Location & Profile

Office building located in Madrid inside the M-30 ring road.

Total lettable area of 8,875 sqm, improving the AEO efficiency ratio.

The building comprises a ground floor, 12 above-ground floors, an attic floor and 3 below-ground floors (semibasement is currently let and car park).

The location, design and visibility of the property, make it an undeniably attractive property.

Flexible and versatile property with modern installations and efficient LED lighting, changing rooms with showers, bicycle parking, CCTV.

Rental of 1,000 sqm of offices during 2018.

#### Investment Rationale

Consolidated location with excellent visibility from the M30 ring road.

The investment strategy was to reposition the property via a full refurbishment

On 31 January 2019, the property was sold for a total sum of €37 million, which represents a capital gain of 94.7% with respect to the purchase price.

#### Asset Characteristics

Property Name	<b>Marcelo Spínola</b>
Property Type	<b>Office building</b>
Location	<b>Madrid</b>
Ownership (%)	<b>100%</b>
Year of Construction	<b>1991</b>
GLA	<b>8,875 sqm</b>
Purchase Date	<b>31 July 2014</b>
Acquisition Price	<b>€19.0 million</b>
Market Value (*)	<b>€37.0 million</b>
Price/sqm	<b>€2,141 per sqm</b>
Value/sqm	<b>€4,169 per sqm</b>
No. of Tenants	<b>5</b>
WAULT	<b>2.1 years</b>

#### Key Performance Indicators

EPRA Vacancy Rate	<b>69.4%</b>
EPRA Net Initial Yield	<b>0.4%</b>

(\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## Lagasca99 Residential



Madrid



### Location & Profile

Urban plot of land under construction in the very heart of the Salamanca Neighbourhood, one of Madrid's most exclusive areas and set to become a landmark property in the luxury residential sector.

It will occupy most of the block between Juan Bravo, Maldonado, Claudio Coello and Lagasca streets, an exceptional location in the heart of Madrid's Salamanca neighbourhood.

This is a prime location within the city, close to the Serrano and Ortega y Gasset retail high streets, known as the "Golden Mile" due to the presence of top-tier brands and international designers.

Plot with 4 facades that will feature 42 apartments with an average floor area of 400-450 sqm.

Project carried out by the world renowned Rafael de la Hoz architectural studio and actually in the process of gaining BREEAM® certification.

Access: Located 300 metres from Paseo de la Castellana and 10 minutes from the M-30 ring-road. Metro, Nuñez de Balboa, lines 5 and 9. Buses 9, 19, 51 and N4.

### Investment Rationale

Its development potential makes this a unique property, due to the lack of available high quality new-build homes in the city centre.

Considerable interest from national and international investors. As at 31 December 2018, 95% of apartments pre-sold.

### Asset Characteristics

Property Name	<b>Lagasca99</b>
Property Type	<b>Residential</b>
Location	<b>Madrid</b>
Ownership (%)	<b>50%</b>
Year of Construction	<b>2016</b>
GLA	<b>26,203 sqm</b>
Purchase Date	<b>30 January 2015</b>
Acquisition Price <sup>(*)</sup>	<b>€50.1 million</b>
Market Value <sup>(*)(**)</sup>	<b>€83.4 million</b>
Price/sqm	<b>€1,912 per sqm</b>
Value/sqm	<b>N/A</b>
No. of owners	<b>Multi owners</b>

(\*) Corresponds to the 50% of the JV with PIMCO.

(\*\*) The valuations have been made at 31 December 2018 by external independent valuers: JLL or C&W.

## 5.2

# Real estate valuation

### Introduction

**Lar España** focuses its business activity on the investment in, and management of real estate assets. Hence, the regular monitoring and valuation of its assets is a key process in order to provide correct financial information to all stakeholders. Hence, Lar España has drawn up a **Property Valuation Policy**, which was approved by the Board of Directors in 2015 and updated in 2018.

Lar España recognises that the valuation of the property portfolio is inherently subjective, and may be based on assumptions that may not prove to be accurate, particularly in periods of volatility or low transaction flow in the property market. The company's policy on this subject is designed **to mitigate such risks and increase confidence in the prevalence and credibility of external valuations**, and will be reviewed by the Board on a regular basis.

In accordance with Lar España's IPO prospectus, the Company will **publish an estimate of the Fair Value** all of its real estate assets every six months (at 30 June and 31 December of each year) and every three months for **development assets or assets under fully refurbishment**. The valuation will be undertaken by an independent, external, qualified valuer (Valuer) and who is a Registered Valuer, accredited by the RICS (**Royal Institution of Chartered Surveyors**).

The valuations are in **accordance with RICS standards** (Valuation – Professional Standards 2012) and are arrived at by reference to market evidence of transactions for similar properties

The valuations carried out as at 31 December must be full valuations, including a physical inspection of each one of the assets. A physical inspection of each one of the properties may not need to be made (at the Valuer's discretion) when carrying out the valuations at 30 June in the absence of material changes to the asset.



## Selection and appointment of the external valuer

Lar España's **Audit and Control Committee** (A&C Committee) is in charge of appointing and overseeing the external Valuers/regulated Valuers instructed to carry out the valuation of the Company's real estate assets.

In order to qualify for selection the Valuers must comply with the following:

- Be a qualified Registered Valuer accredited by RICS (Royal Institution of Chartered Surveyors).
- Be able to demonstrate independence and to declare that there is no conflict of interests.
- Be a firm that has a previous track record of valuing properties for companies similar to Lar España.
- Be affiliated to a reputable international firm.

When deciding on the selection and appointment of the Valuer, the European Public Real Estate Association (EPRA)'s Best Practices Recommendations are followed, ensuring that there is no form of conflict of interest in relation to the firms that value the assets. In order to manage potential conflicts of interest that could arise in relation to any of the real estate assets, Lar España will work with at least two different Valuers.

The **A&C Committee** will also decide on two important points related to the valuation of the assets

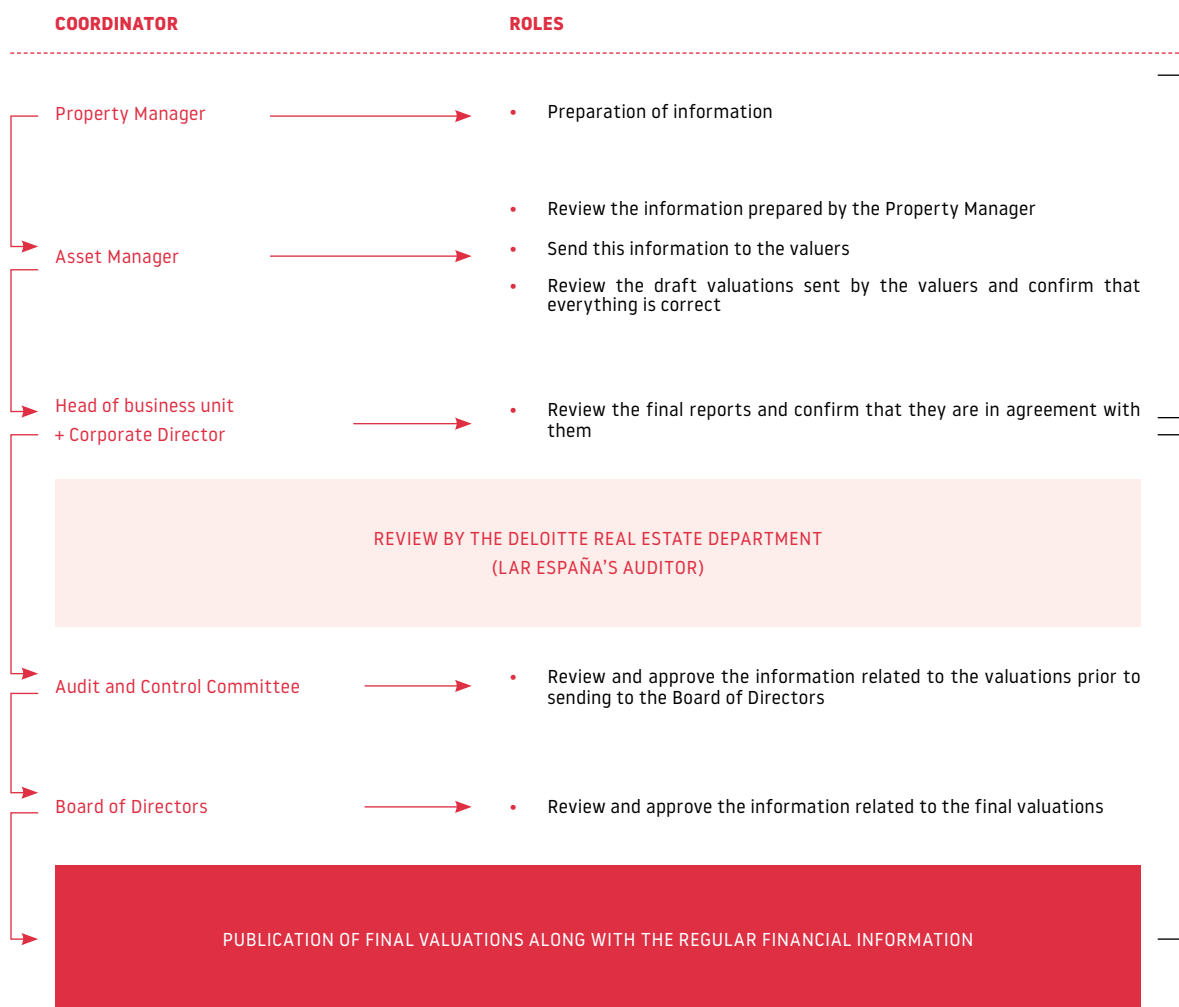
- Frequency with which each of the assets should rotate between Valuer.
- Minimum level of professional indemnity insurance to be requested from the Valuers.

In January 2019, Lar España launched a **new call for tenders** aimed at selecting independent property valuers for the period between **2019 and 2021**. After reviewing the various proposals received, and assessing their compliance with the stated requirements, the Audit and Control Committee decided to **retain the current valuers** (JLL and C&W), with some changes to the distribution of assigned assets.



## Implementation of the valuation process

The process of completing, approving and publishing Lar España's property valuations is carried out as follows:

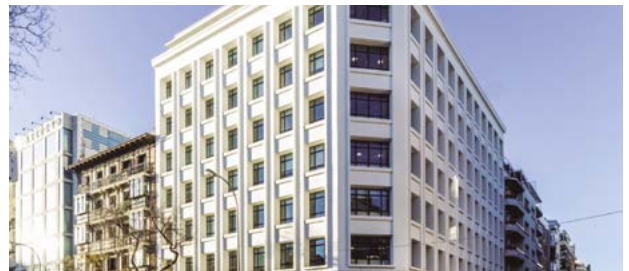




We also include the **valuation certificates issued by the independent external valuers** (JLL and C&W) relating to the valuations of the Lar España portfolio as at 31 December 2018:



Shopping Centre  
Gran Vía de Vigo (Vigo)



Office Building  
Eloy Gonzalo (Madrid)



Residential  
Lagasca99 (Madrid)



Development  
Lagoh (Sevilla)

**LAR ESPAÑA REAL ESTATE SOCIMI, S.A**

C/ Rosario Pino, 14-16  
28020 Madrid

**JLL Valoraciones, S.A.**

Paseo de la Castellana, 79 – 3ª planta, 28046 Madrid  
Tel. +34 91-789 11 00 Fax. +34 91-789 12 00

Evan Lester, MRICS  
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E-mail: [evan.lester@eu.jll.com](mailto:evan.lester@eu.jll.com)  
E-mail: [teresa.martinez@eu.jll.com](mailto:teresa.martinez@eu.jll.com)

**Mr. Jon Armentia**31<sup>st</sup> December 2018

Dear Sirs,

According to your instructions, we include the **Valuation Certificate** of the freehold interest of various assets located in Spain belonging to the portfolio of properties of **LAR ESPAÑA REAL ESTATE SOCIMI** as at **31<sup>st</sup> December 2018**. This letter should be considered as an annex of the Valuation Report issued by JLL Valoraciones S.A. for accounting purposes and dated 31<sup>st</sup> December 2018.

Considering the characteristics of the assets at valuation date, we are of the opinion that the Net Market Value of the 100% freehold interest of the subject properties as at 31<sup>st</sup> December 2018 is:

Asset	Use	Location	Area (sqm)	Net Market Value (€)	Fair Market Value (€)
Albacenter	Shopping Centre & Eroski/Primark	Albacete	27,615	60,350,000	60,350,000
Albacenter	Shopping Centre	Albacete	15,152	44,960,000	44,960,000
Albacenter	Eroski&Primark	Albacete	12,463	15,390,000	15,390,000
L'Anec Blau	Shopping Centre	Castelldefels (Barcelona)	28,890	97,060,000	97,060,000
El Rosal	Shopping Centre	Ponferrada (León)	51,156	110,210,000	110,210,000
Vistahermosa	Retail Park	Alicante	33,763	50,540,000	50,540,000
Vidanova Park	Retail Park	Sagunto (Valencia)	45,568	59,910,000	59,910,000
Parque Abadia	Retail Park	Toledo	37,008	68,110,000	68,110,000
Abadía Gallery	Shopping Centre	Toledo	6,138	15,300,000	15,300,000



Therefore, in accordance with your instructions, we are of the opinion that the Net Market Value of the 100% freehold interest in the above indicated properties, subject to the comments, qualification and financial data contained within our report dated 31<sup>st</sup> December 2018, and assuming that the properties are free of encumbrances, restrictions or other impediments of an onerous nature which would affect the value, as of the 31<sup>st</sup> of December 2018 is:

**Net Market Value of LAR ESPAÑA REAL ESTATE SOCIMI S.A. Portfolio**

**461,480,000 Euros**

(Four Hundred Sixty One Million Four Hundred Eighty Thousand Euros)

**Evan Lester, MRICS**  
National Director  
Head of Valuations  
Corporates/Investors

**Teresa Martínez, MRICS**  
Associate Director  
Head of Retail Valuations  
Corporates/Investors

For and on behalf of  
**JLL Valoraciones, S.A.**





C/ José Ortega y Gasset, 29 – 6ª planta  
28006 Madrid  
Tel + 34 (91) 781 00 10  
Fax + 34 (91) 781 80 50  
cushmanwakefield.es

Jon Armentia

**LAR ESPAÑA REAL ESTATE SOCIMI, S.A.**

C/Rosario Pino, 14-16 8ª planta  
28020 Madrid

Our Ref: edm2209

12 March 2019

Dear Jon,

As requested, we set out below the summary table from our valuation report dated 31 December 2018, undertaken for financial reporting purposes as at 31 December 2018 in accordance with our Engagement Letter and Standard Terms and Conditions dated April 2018.

PROPERTY	MARKET VALUE (Net of Acquisition Costs) AS AT 31 DECEMBER 2018	Ownership Lar España %	% Market Value as at 31 December 2018 <sup>(1)</sup>
Portal de la Marina <sup>(2)</sup>	119,700,000	100%	119,700,000
Hyper at Portal de la Marina <sup>(2)</sup>	9,475,000	100%	9,475,000
Txingudi	37,500,000	100%	37,500,000
Las Huertas	12,600,000	100%	12,600,000
As Termas <sup>(2)</sup>	85,500,000	100%	85,500,000
Petrol Station at As Termas <sup>(2)</sup>	2,060,000	100%	2,060,000
Gran Via de Vigo	173,000,000	100%	173,000,000
Megapark RP and FOC	208,500,000	100%	208,500,000
Megapark Ocio	13,700,000	100%	13,700,000
Rivas Futura RP	67,500,000	100%	67,500,000
Cardenal Marcelo Spinola 42	37,000,000	100%	37,000,000
Eloy Gonzalo 27	39,400,000	100%	39,400,000
Lagasca 99	166,848,200	50%	83,424,100
Lagoh	132,000,000	100%	132,000,000
22 Supermarkets Portfolio	53,024,000	100%	53,024,000
<b>TOTAL PORTFOLIO</b>	<b>1,157,807,200</b>		<b>1,074,383,100</b>

(1) We assume a sale of 100% of the asset in which the proceeds are shared between the joint venture partners in accordance with their percentage ownership share.

(2) Portal de la Marina comprises a Shopping Centre and Hypermarket that we assume is sold together, with our valuation of each element being an apportionment. The same principal applies to As Termas Shopping Centre and petrol filling station.



The opinion stated above totalling €1,157,807,200 represents the aggregate of the values attributable to the individual properties and should not be regarded as an opinion of value of the portfolio as a whole in the context of a sale as a single lot.

We point out that the above table of values should be read in conjunction with our full valuation report (of 31 December 2018) and Engagement Letter with its Terms and Conditions, as referred to above, given that our full Basis of Valuation, extent of our enquiries and the assumptions we have made is fully explained therein.

Our valuation is confidential to you, for your sole use and for the specific purpose stated. We will not accept responsibility to any third party in respect of its contents.

Yours faithfully

Signed for and on behalf of Cushman & Wakefield Sucursal en España.

A handwritten signature in black ink, appearing to read 'A. Loughran'.

**Tony Loughran MRICS**

Partner

+34 91 781 38 36

[tony.loughran@eur.cushwake.com](mailto:tony.loughran@eur.cushwake.com)

A handwritten signature in black ink, appearing to read 'R. Cardiff'.

**Reno Cardiff MRICS**

Partner

+34 93 272 16 68

[reno.cardiff@eur.cushwake.com](mailto:reno.cardiff@eur.cushwake.com)

The gross value of Lar España's assets stood at **EUR1,536 million** at year-end 2018. The breakdown by asset and the y-o-y comparison with 2017 is detailed below. The **like for like (LfL) value uplift** compared with year-end 2017 stands at **12.1%**. Thus, the portfolio's value has climbed **40.0% versus the acquisition price**.

Assets	Valuer	Acquisition price (Thousands of euros)	Market Value 31.12.2017 (Thousands of euros)
Megapark + Leisure area	C&W	178,700	214,000
Gran Vía de Vigo	C&W	141,000	163,000
Portal de la Marina + hypermarket	C&W	89,181	119,800
El Rosal	JLL	87,500	108,950
Anec Blau	JLL	80,000	95,380
As Termas + petrol station	C&W	68,800	84,225
Parque Abadía + commercial gallery	JLL	77,100	65,040 (*)
Rivas Futura	C&W	61,600	N/A
Albacenter + hypermarket	JLL	39,913	56,322
VidaNova Parc	JLL	11,600	24,780
Supermarkets portfolio	C&W	47,600	52,533
Vistahermosa	JLL	42,500	50,390
Txingudi	C&W	27,673	39,000
Las Huertas	C&W	11,708	12,600
<b>Total Retail</b>		<b>964,875</b>	<b>1,086,020</b>
Eloy Gonzalo	C&W	12,730	26,500
Marcelo Spínola	C&W	19,000	37,500
<b>Total Offices</b>		<b>31,730</b>	<b>64,000</b>
Lagoh (retail)	C&W	40,500	71,500
Lagasca99 (residential)	C&W	50,100	83,250
<b>Total Development</b>		<b>90,600</b>	<b>154,750</b>
<b>TOTAL LAR ESPAÑA</b>		<b>1,087,205</b>	<b>1,304,770</b>

(\*) In 2017, Lar España only owned the Abadía Retail Park



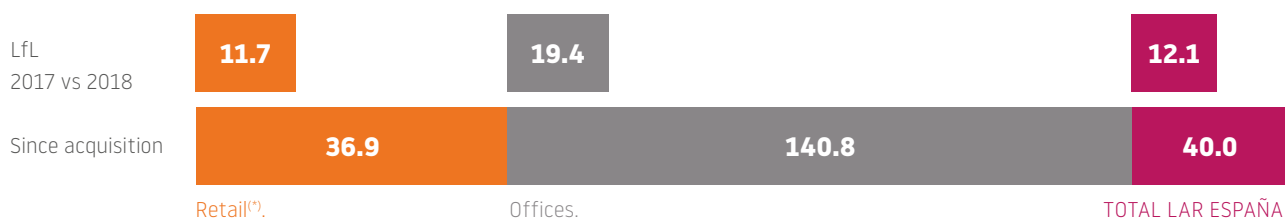
## Lar España portfolio's value has climbed **40.0%** versus the acquisition price

Market Value 31.12.2018 (Thousands of euros)	€/sqm 31.12.2018	Like for Like revaluation (2018 vs 2017) (%)	Revaluation 2018 vs acquisition price (%)	EPRA NIY 31.12.2018
222,200	2,666	3.8%	24.3%	4.8%
173,000	4,176	6.1%	22.7%	5.4%
129,175	3,217	7.8%	44.8%	5.5%
110,210	2,154	1.2%	26.0%	5.7%
97,060	3,390	1.8%	21.3%	4.3%
87,560	2,493	4.0%	27.3%	5.8%
83,410	1,933	4.7%	8.2%	5.7%
67,500	1,852	N/A	9.6%	5.4%
60,350	2,164	7.2%	51.2%	4.5%
59,910	1,315	141.8 % (**)	416.5% (**)	5.7%
53,024	1,900	0.9%	11.4%	7.1%
50,540	1,515	0.3%	18.9%	5.6%
37,500	3,501	(3.8%)	35.5%	6.6%
12,600	2,011	0.0%	7.6%	7.1%
<b>1,244,039</b>	<b>2,434</b>	<b>6.9%</b>	<b>28.9%</b>	<b>5.4%</b>
39,400	6,155	48.7%	209.5%	3.0%
37,000	4,169	(1.3%)	94.7%	0.4%
<b>76,400</b>	<b>5,001</b>	<b>19.4%</b>	<b>140.8%</b>	<b>1.8%</b>
132,000	N/A	84.6%	225.9%	N/A
83,424	N/A	N/A	N/A	N/A
<b>215,424</b>	<b>N/A</b>	<b>84.6%</b>	<b>225.9%</b>	<b>N/A</b>
<b>1,535,863</b>	<b>2,917</b>	<b>12.1%</b>	<b>40.0%</b>	<b>5.2%</b>

(\*\*) The retail park opened on 27 September 2018

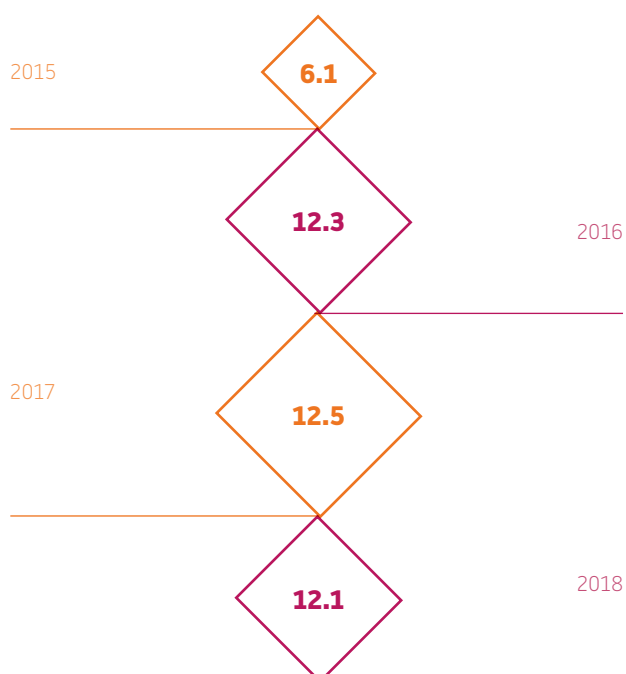


## Revaluation by asset class (%)

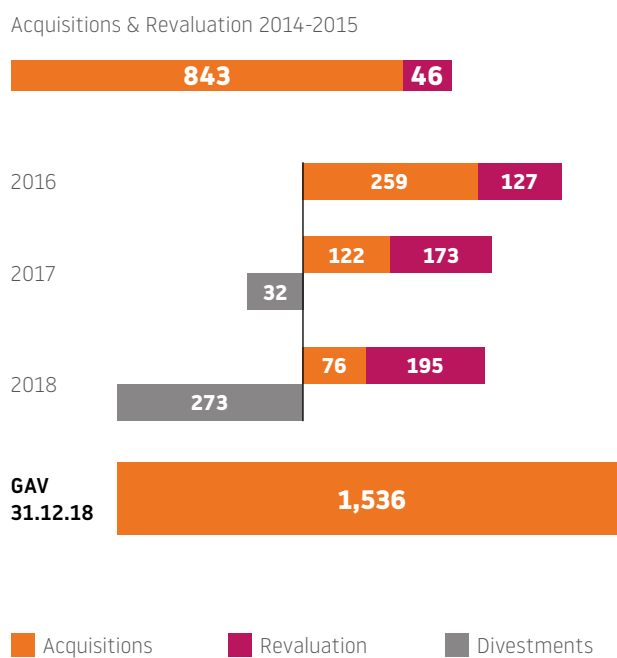


(\*) Lagoh shopping centre development project included.

## LfL Lar España's portfolio annual revaluation (%)



## GAV reconciliation 31.12.18 (millions of euros)





## Retail Park

VidaNova Parc (Valencia)



## 5.3

## Additional information

I.  
Rental  
income

**Rental income** reached **77,841 thousand Euros** during 2018 (77,600 thousand Euros in the year before).

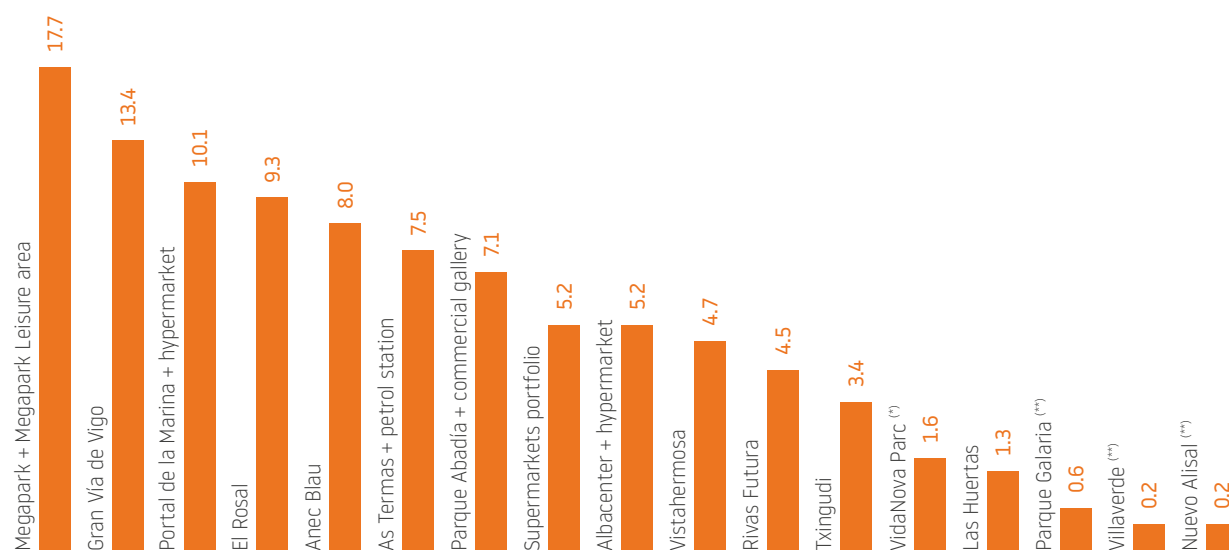
The relative weigh of rental income by line of business at 31 December 2018 is as follows:

## Rental Income by asset class (%). FY 2018



The breakdown of the **income per asset** for these three lines of business during 2018 is as follows:

## Income by Shopping Centre (%)



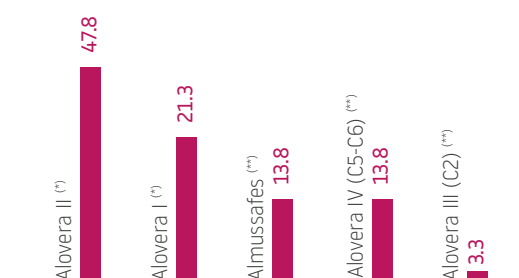
(\*) This property began to generate revenue on 27 September 2018, the day on which the retail park opened to the public

(\*\*) Asset sold during 2018

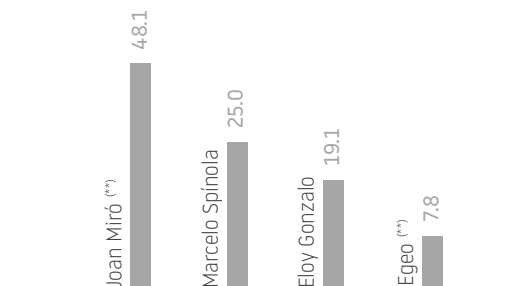


**In 2018, 94% of rental income was generated by the retail business**, with the Basque Country providing the highest turnover by Autonomous Region, particularly highlighting Megapark shopping centre, in Bilbao

**Income by Logistics Warehouse (%)**

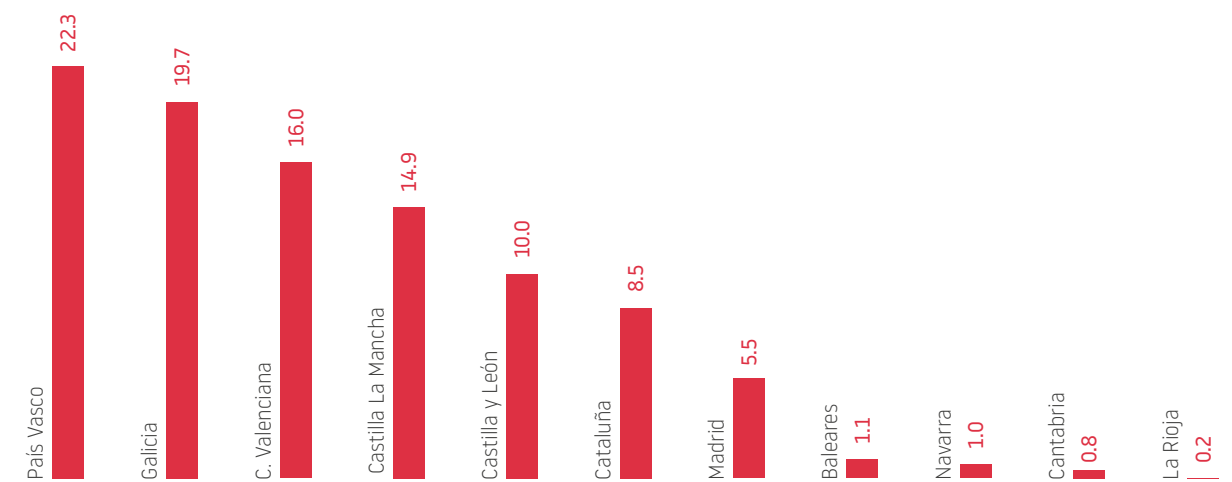


**Income by Office Building (%)**



This graph details the **breakdown of rental income per region** during 2018:

**Income per region (%)**



(\*\*) Asset sold during 2018





**Like for Like  
evolution  
14.8 €/sqm/month  
at 31.12.2018**

vs.

**14.1 €/sqm/month  
at 31.12.2017**

## II. Gross annualised rents

The **annualised GRI** (\*) of Lar España is detailed below, as well as the **annualised GRI per occupied sqm** for the year ended 2017 and 2018:

Asset	31/12/2018			31/12/2017		
	Gross Annualised Rents (Thousands of Euros)	GLA Occupied (sqm)	Gross Rent (€/sqm/month)	Gross Annualised Rents (Thousands of Euros)	GLA Occupied (sqm)	Gross Rent (€/sqm/month)
Megapark + Megapark Leisure	12,544	67,896	15.4	12,088	70,859	14.2
Gran Vía Vigo	10,184	41,213	20.6	9,866	40,513	20.3
Portal de la Marina + hypermarket	7,936	38,704	17.1	7,590	39,310	16.1
El Rosal	7,477	48,079	13.0	7,207	47,601	12.6
Anec Blau	5,341	23,940	18.6	5,299	25,799	17.1
As Termas + petrol station	5,924	33,856	14.6	5,730	33,648	14.2
Parque Abadía	3,965	34,680	9.5	4,315	37,009	9.7
Supermarkets portfolio	3,839	27,909	11.5	3,793	28,822	11.0
Vistahermosa	3,585	30,352	9.8	3,654	30,352	10.0
Albacenter + hypermarket	3,643	25,695	11.8	3,742	25,050	12.4
Txingudi	2,688	10,532	21.3	2,633	10,261	21.4
Las Huertas	1,063	5,671	15.6	986	5,602	14.7
<b>TOTAL RETAIL</b>	<b>68,189</b>	<b>388,527</b>	<b>14.6</b>	<b>66,903</b>	<b>394,826</b>	<b>14.1</b>
Eloy Gonzalo	1,686	6,401	21.9	(**)	(**)	(**)
Marcelo Spínola	649	1,905	28.4	(**)	(**)	(**)
<b>TOTAL OFFICES</b>	<b>2,335</b>	<b>8,306</b>	<b>23.4</b>	<b>(**)</b>	<b>(**)</b>	<b>(**)</b>

<b>TOTAL LIKE FOR LIKE</b>	<b>70,524</b>	<b>396,833</b>	<b>14.8</b>	<b>66,903</b>	<b>394,826</b>	<b>14.1</b>
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(\*) The GRI is calculated using the EPRA NIY of table calculation (See section 6. "Financial and EPRA information"). Annualised GRI = annualised passing rental income from real estate investments + effect of rent-free periods and temporary rental discounts.

(\*\*) Data related to Marcelo Spínola (fully refurbishment and in commercialization) and Eloy Gonzalo (under refurbishment) has not been included due to its lack of representativeness. The asset has been fully refurbished and it is in commercialization.



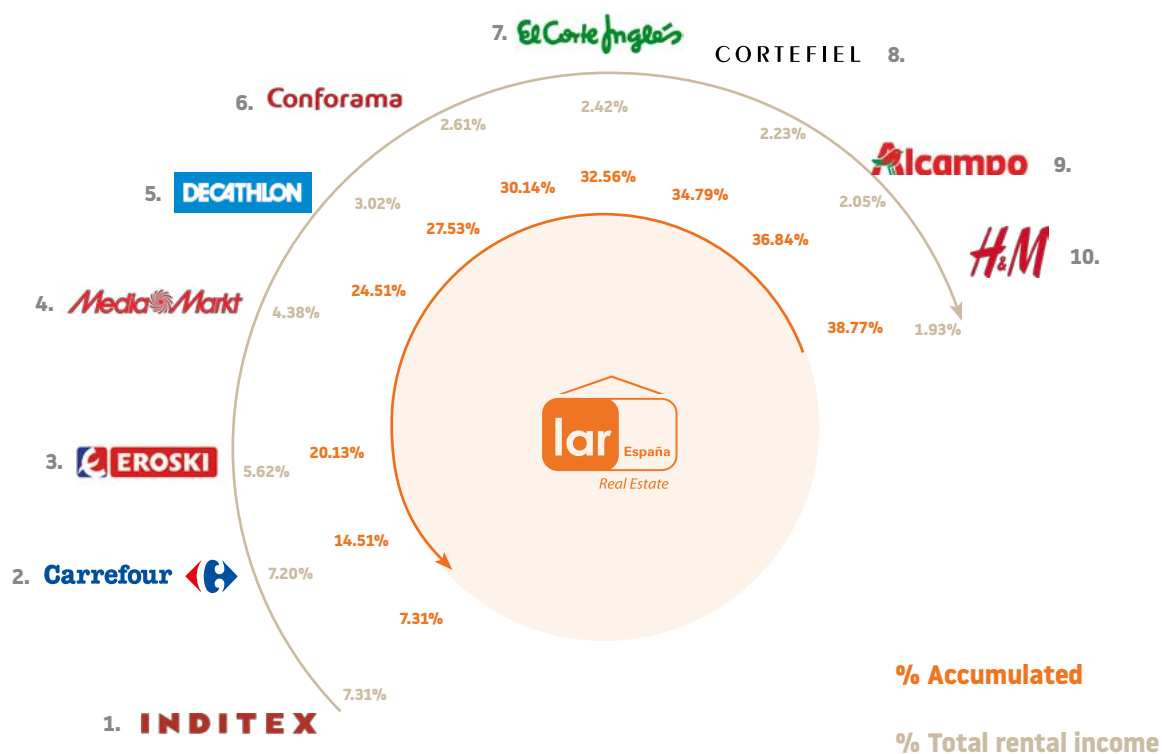
**14.0**  
**€/sqm/month**  
Lar España average  
at 31.12.2018

Asset	31/12/2018			31/12/2017		
	Gross Annualised Rents (Thousands of Euros)	GLA Occupied (sqm)	Gross Rent (€/sqm/month)	Gross Annualised Rents (Thousands of Euros)	GLA Occupied (sqm)	Gross Rent (€/sqm/month)
VidaNova Parc	4,226	45,568	7.7	N/A	N/A	N/A
<b>TOTAL NEW OPERATING PROJECTS</b>	<b>4,226</b>	<b>45,568</b>	<b>7.7</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Parque Abadía Commercial Gallery	1,226	5,916	17.3	N/A	N/A	N/A
Rivas Futura	4,205	30,434	11.5	N/A	N/A	N/A
<b>TOTAL 2018 NEW ACQUISITIONS</b>	<b>5,431</b>	<b>36,350</b>	<b>12.4</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Nuevo Alisal	N/A	N/A	N/A	1,317	7,649	14.3
Villaverde	N/A	N/A	N/A	792	4,391	15.0
Parque Galaria	N/A	N/A	N/A	691	4,108	14.0
Alovera II	N/A	N/A	N/A	3,188	83,952	3.2
Alovera I	N/A	N/A	N/A	1,338	35,196	3.2
Almussafes	N/A	N/A	N/A	761	19,211	3.3
Alovera IV (C5-C6)	N/A	N/A	N/A	758	14,891	4.2
Alovera III (C2)	N/A	N/A	N/A	251	8,591	2.4
Egeo	N/A	N/A	N/A	3,365	17,050	16.4
Joan Miró	N/A	N/A	N/A	628	8,230	6.4
<b>TOTAL 2018 DIVESTMENTS</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>13,089</b>	<b>203,269</b>	<b>5.4</b>
<b>TOTAL LAR ESPAÑA</b>	<b>80,181</b>	<b>478,751</b>	<b>14.0</b>	<b>79,992</b>	<b>598,095</b>	<b>11.1</b>



### III. Top tenants

Below are **the tenants that have generated the highest amounts** of rental income during 2018:





**Shopping Centre**  
**Txingudi (Guipúzcoa)**







At 31 December 2018, **over 50% of retailer leases** had expired beyond 2023.

#### IV.

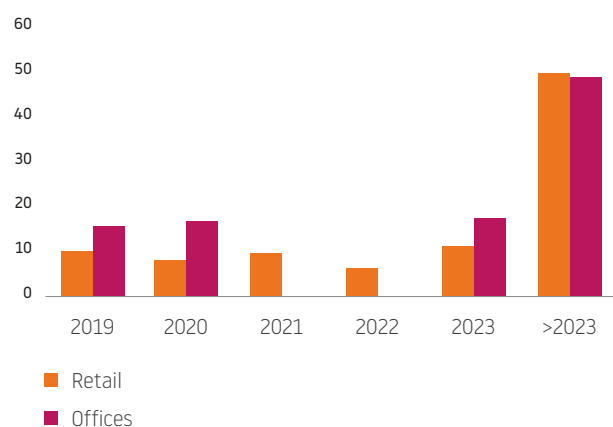
#### Lease expiration and WAULT

The proactive management carried out by Lar España allows us to have a **solvent and diversified tenant base**.

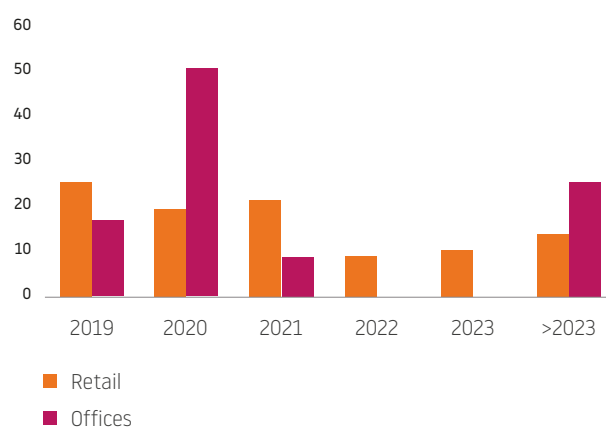
Renovations have been carried out at the properties occupied by our key tenants, thereby prolonging the lease terms, which allows us to have a significant level of guaranteed minimum rents.

During 2018 new long-term lease agreements have been signed with new tenants. We would note that as of 31 December 2018 **50.3% of all Lar España's active lease agreements** have lease expiries beyond 2023.

#### Annual lease expiration (end of contract) (%)

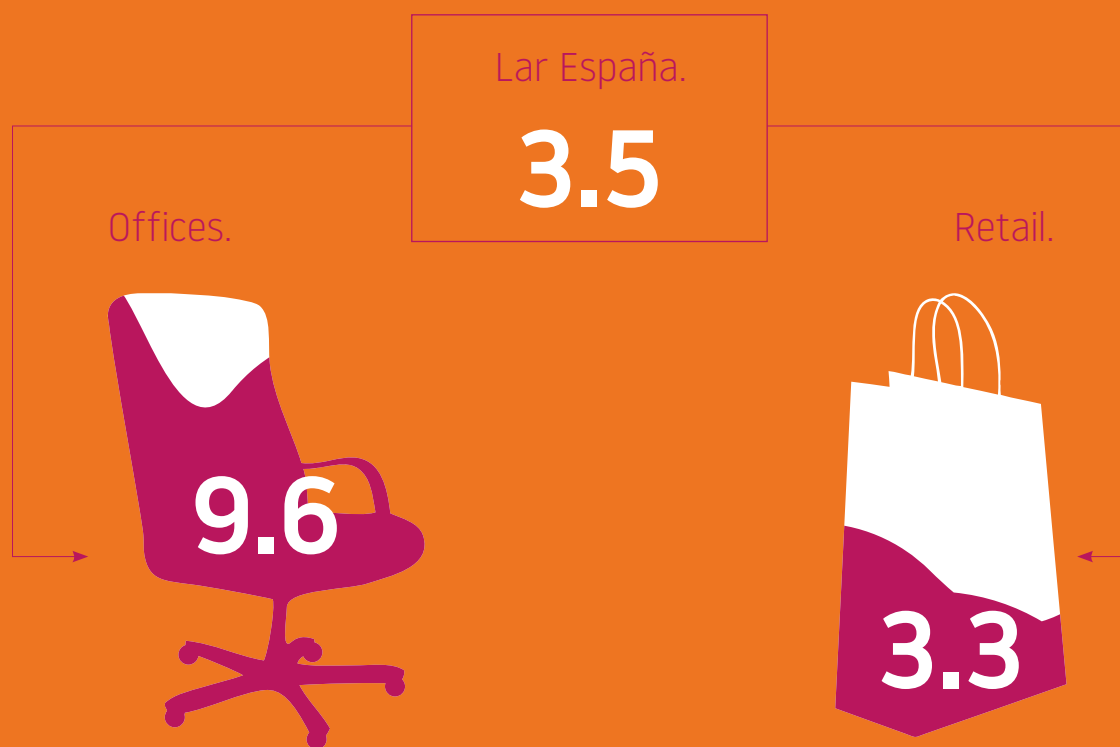


#### Annual lease expiration (break option) (%)



## WAULT (years)

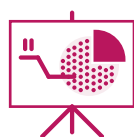
Thus, the **WAULT** (\*) (weighted average unexpired lease term) at 31 December 2018 of Lar España's portfolio was **3.5 years**. Below you will find the detail by asset class:



(\*) Calculated as the number of years from the current date to the first break option, weighted by the gross rent for each lease. The WAULT of each asset is detailed in section 5.1 "Portfolio description".



**92.0%**  
Occupancy (sqm)  
Retail



**526,440 sqm**  
total GLA  
**478,751 sqm**  
occupied GLA

## V. Occupancy (in sqm)

The gross leasable area (GLA) of Lar España's income producing assets at 31 December 2018 stood at **526,440 sqm**, whilst the average occupancy rate stood at **90.9%**

The occupancy as at 31 December 2018 by asset class is shown below:

Asset	Total GLA (sqm)	Occupied GLA (sqm)	% Occupancy
Megapark + Leisure area	83,349	67,896	81.5% (*)
Gran Vía Vigo	41,432	41,213	99.5%
Portal de la Marina + hypermarket	40,158	38,704	96.4%
El Rosal	51,156	48,079	94.0%
VidaNova Parc	45,568	45,568	100.0%
Anec Blau	28,632	23,940	83.6% (*)
As Termas + petrol station	35,127	33,856	96.4%
Parque Abadía + commercial gallery	43,154	40,596	94.1% (**)
Rivas Futura	36,447	30,434	83.5%
Albacenter + hypermarket	27,890	25,695	92.1%
Supermarkets portfolio	27,909	27,909	100.0%
Vistahermosa	33,363	30,352	91.0%
Txingudi	10,712	10,532	98.3%
Las Huertas	6,267	5,671	90.5%
<b>TOTAL SHOPPING CENTRES AND RETAIL PARKS</b>	<b>511,163</b>	<b>470,445</b>	<b>92.0%</b>
Marcelo Spínola	8,875	1,905	21.5%
Eloy Gonzalo	6,401	6,401	100.0%
<b>TOTAL OFFICES (***)</b>	<b>15,276</b>	<b>8,306</b>	<b>54.4% (*)</b>
<b>TOTAL LAR ESPAÑA</b>	<b>526,440</b>	<b>478,751</b>	<b>90.9%</b>

(\*) The property is undergoing significant refurbishments meaning that some units are being vacated temporarily..

(\*\*) Large unit temporarily unoccupied. Negotiations with a replacement tenant are at an advanced stage.

(\*\*\*) As per the reporting date, offices occupancy rate stands at 100% after Marcelo Spínola divestment.



**Retail park**  
Vistahermosa (Alicante)



## VI.

### CAPEX <sup>(1)</sup>

The company remains committed to its policy to improve and develop its assets. In order to generate value, **EUR135 million** were invested in 2018.

The breakdown by asset class and the y-o-y comparison with 2017 is detailed below:

	2018		2017	
<b>Acquisitions</b> (Thousands of euros)	<b>CAPEX</b>	<b>%</b>	<b>CAPEX</b>	<b>%</b>
Parque Abadía commercial gallery	49	15.2%	N/A	N/A
Rivas Futura	274	84.8%	N/A	N/A
<b>TOTAL</b>	<b>323</b>	<b>100%</b>	<b>-</b>	<b>-</b>
<b>Retail</b> (Thousands of euros)	<b>CAPEX</b>	<b>%</b>	<b>CAPEX</b>	<b>%</b>
Megapark + Leisure area	6,935	33.1%	1,842	16.1%
Gran Vía Vigo	1,934	9.2%	821	7.2%
Portal de la Marina + hypermarket	2,695	12.8%	709	6.2%
El Rosal	1,739	8.3%	1,119	9.8%
Anec Blau	1,030	4.9%	766	6.7%
As Termas + petrol station	2,318	11.1%	191	1.7%
Vistahermosa	375	1.8%	1,187	10.4%
Albacenter + hypermarket	3,220	15.4%	707	6.2%
Parque Abadía	388	1.9%	2	0.0%
Txingudi	195	0.9%	3,914	34.2%
Las Huertas	121	0.6%	39	0.3%
Supermarkets portfolio	-	0.0%	-	0.0%
Nuevo Alisal	-	0.0%	80	0.7%
Villaverde	5	0.0%	22	0.2%
Parque Galaria	10	0.0%	38	0.3%
<b>TOTAL</b>	<b>20,965</b>	<b>100%</b>	<b>11,437</b>	<b>100%</b>

(1) For the company, CAPEX refers to any investment made to improve or reposition its real estate assets




**€134.7 million**  
 total invested in  
 2018

	2018		2017	
Offices (Thousands of euros)	CAPEX	%	CAPEX	%
Egeo	2	0.0%	576	16.4%
Marcelo Spínola	170	4.5%	218	6.2%
Joan Miró	20	0.5%	282	8.0%
Eloy Gonzalo	3,589	95.0%	2,436	69.4%
<b>TOTAL</b>	<b>3,781</b>	<b>100%</b>	<b>3,512</b>	<b>100%</b>
Logistics (Thousands of euros)	CAPEX	%	CAPEX	%
Alovera II	76	16.0%	57	18.2%
Alovera I	6	1.3%	37	11.8%
Almussafes	321	67.9%	30	9.6%
Alovera IV (C5-C6)	10	2.1%	34	10.9%
Alovera III (C2)	60	12.7%	155	49.5%
<b>TOTAL</b>	<b>473</b>	<b>100%</b>	<b>313</b>	<b>100%</b>
Development (Thousands of euros)	CAPEX	%	CAPEX	%
Lagasca99 (residential)	32,743	30.0%	9,966	34.4%
Lagoh (retail)	47,269	43.3%	13,381	46.2%
VidaNova Parc (retail)	29,170	26.7%	5,623	19.4%
<b>TOTAL</b>	<b>109,182</b>	<b>100%</b>	<b>28,970</b>	<b>100%</b>

### CAPEX investment (€ Million)











### Property related CAPEX (Thousands of euros)

(1)	Acquisitions <sup>(*)</sup>	323
(2)	Developments	109,182
(3)	Like for like portfolio	25,219
(4)	Others	-
<b>CAPEX (1)+(2)+(3)+(4)</b>		<b>134,724</b>

<sup>(\*)</sup> Acquisitions corresponds to retail assets

## Refurbishment pipeline

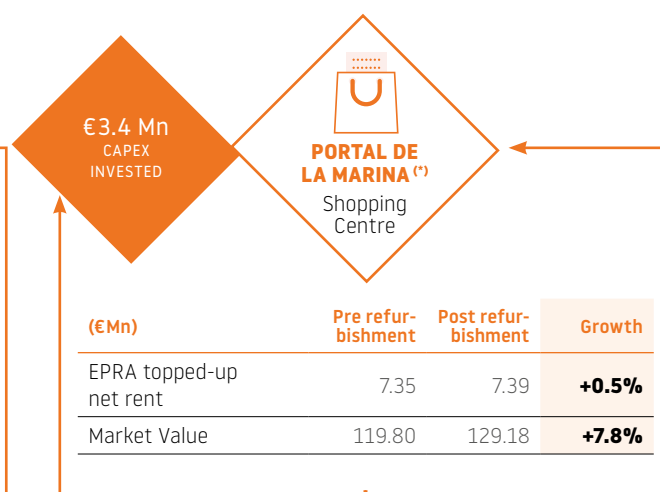
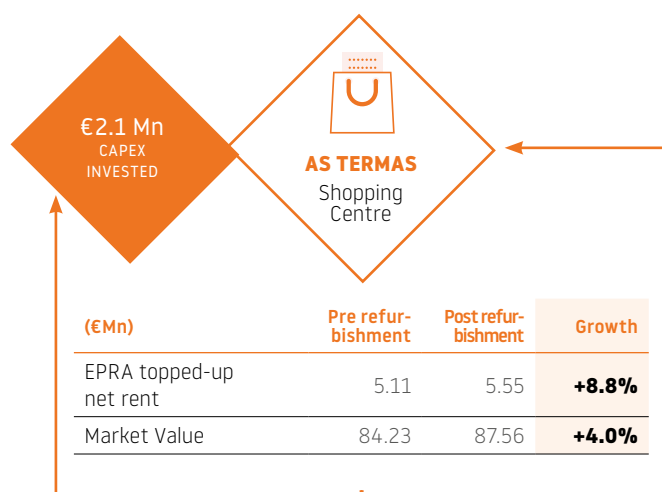
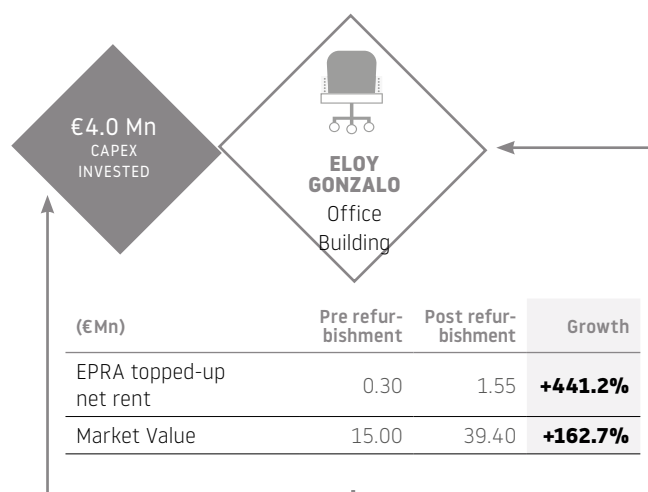
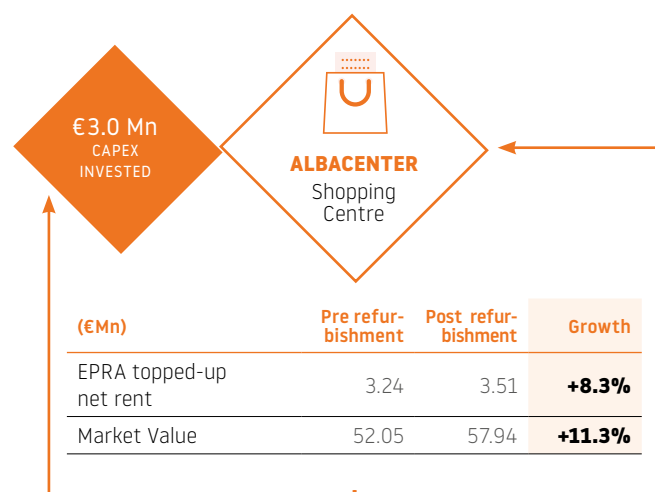
Below, we outline the **main features and status of all the refurbishment projects** currently underway at our properties:

		Scope	Budget (million of euros)	Status	% Executed	GLA (sqm)	Delivery
	<b>Albacenter</b>	Image redesign and entrance improvement	3.0	✓ Executed	100%	27,890	Q2 2018
	<b>Eloy Gonzalo</b>	Full interior and facilities renewal	4.0	✓ Executed	100%	6,401	Q3 2018
	<b>Megapark</b>	Image redesign and new leisure area	6.5	✓ Phase 1 Executed Phase 2 In project	Phase 1 100% Phase 2 Bidding process	83,349	Phase 1 Outlet + retail park Q4 2018 Phase 2 Leisure area Q4 2019
	<b>Portal de la Marina</b>	Image redesign and new dining area	3.4	✓ Executed	100%	40,158	Q4 2018
	<b>As Termas</b>	Image redesign and new dining area	2.1	✓ Executed	100%	35,127	Q4 2018
	<b>Gran Vía de Vigo</b>	Vertical transport improvement (accessibility)	0.9	Executing	70%	41,432	Q1 2019
	<b>El Rosal</b>	Image redesign and new dining area	2.0	Phase 1 Executing Phase 2 In project	Phase 1 86%	51,156	Q3 2019
	<b>Anec Blau</b>	Image redesign and new dining area	14.8	In project	-	28,632	2020

## Value creation through CAPEX invested

Prior to the approval of any significant CAPEX investment, an in-depth study of the **future return** is carried out.

Below we detail the value creation of the four refurbishment projects in 2018:



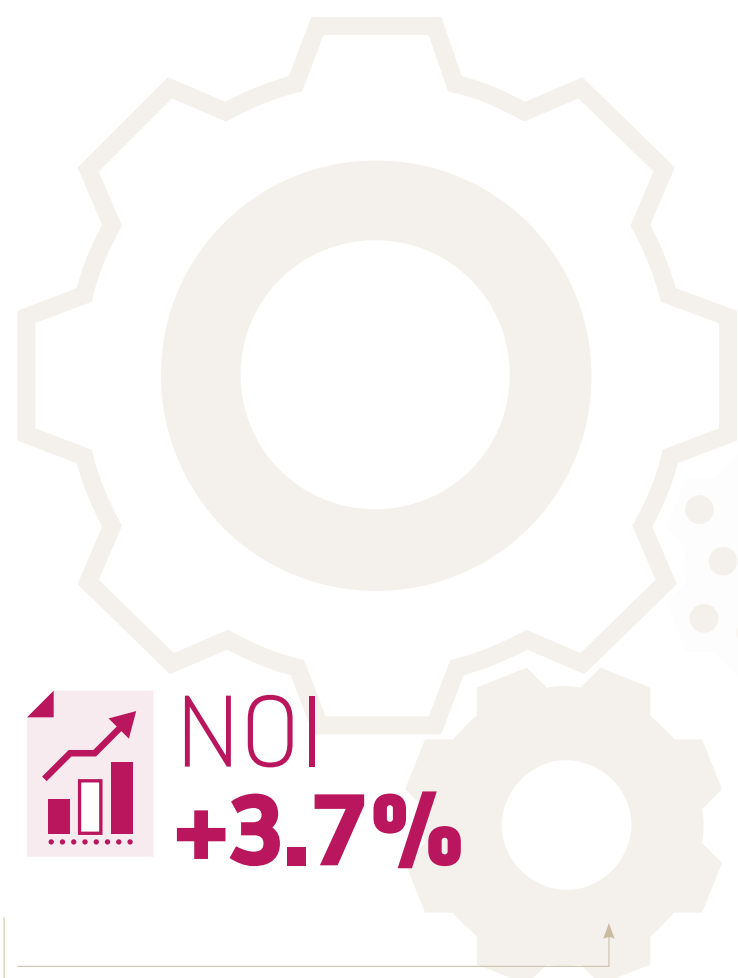
(\*) Completed in 2019


**VII.**


Annual evolution  
by business unit

**Retail.****LfL key indicators evolution**

Lar España continued to implement its strategy to actively manage its portfolio. The performance of the key indicators during 2018 is detailed below:



**GRI**  **+3.2%**

**NOI**  **+3.7%**

Non recoverable  
service charges  
**-8.3%**

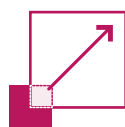
Minimum  
guaranteed rent  
**+2.3%**

Lease  
Incentives  
**-13.9%**









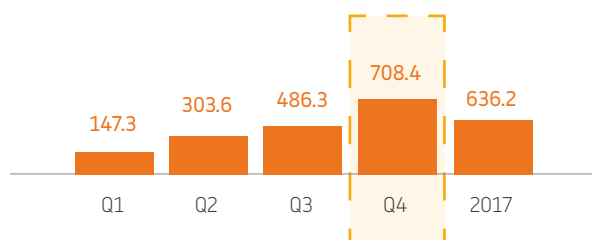
**8%**  
Tenant  
rotation rate

## Major operative milestones

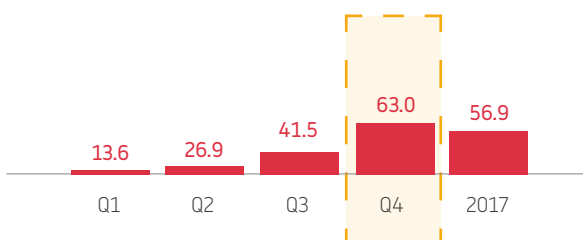
Lar España booked total sales in shopping centres for **708.4 million Euros**, driven by the growing number of people visiting our shopping centres (**63.0 million visits**).

It closed **154 transactions** with **38,723 sqm rotated** including renewals, relocations, relettings and new lettings (20% y-o-y increase).

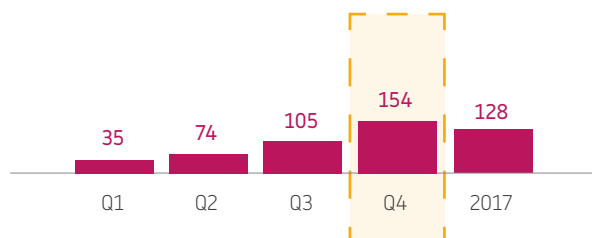
**YTD Declared Sales** (€ Mn)



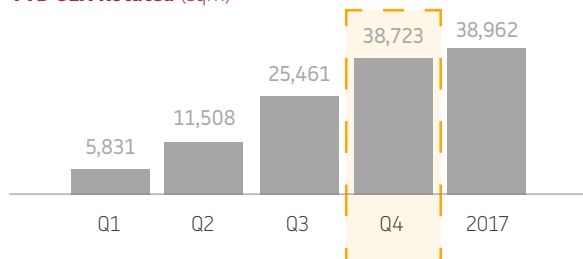
**YTD Footfall** (Mn visitors)

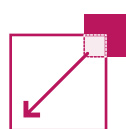


**YTD Number of Operations**



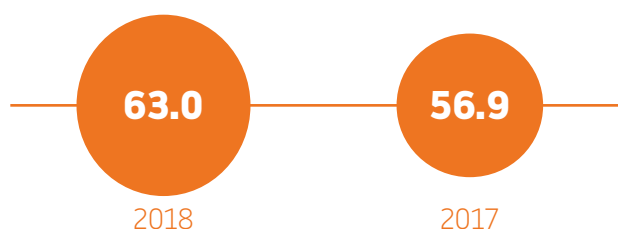
**YTD GLA Rotated** (sqm)





**8.3 million euros**  
Negotiated rent in  
2018

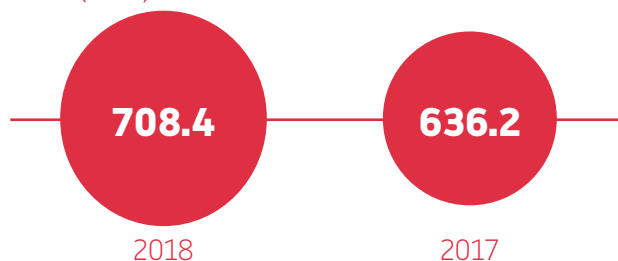
**Footfall** (Mn visitors)



**+10.7%**  
**+0.8% LfL**  
Footfall

**0.0%**  
Average  
Spanish  
Footfall <sup>(1)</sup>

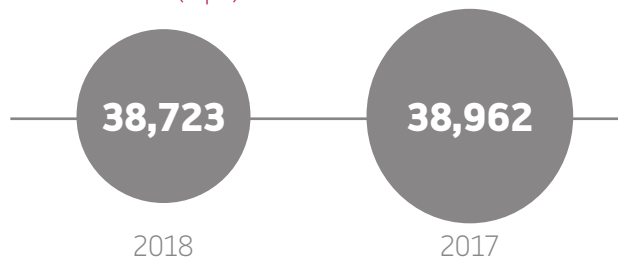
**Sales** (€ Mn)



**+11.3%**  
**+2.2% LfL**  
Declared  
Sales

**0.0%**  
Spain  
Retail  
Sales <sup>(2)</sup>

**GLA Rotation** (sqm)



	Renewals	Relocations and Relettings	New lettings	Total
Number of operations	76	69	9	154
sqm	19,968	16,832	1,923	38,723



**+12.4%<sup>(3)</sup>**  
Rent uplift

<sup>(1)</sup> Shoppertrak Index

<sup>(2)</sup> National Statistics Institute (INE)

<sup>(3)</sup> Excluding H&M renewal in El Rosal and As Termas and El Corte Inglés renewal in Megapark.

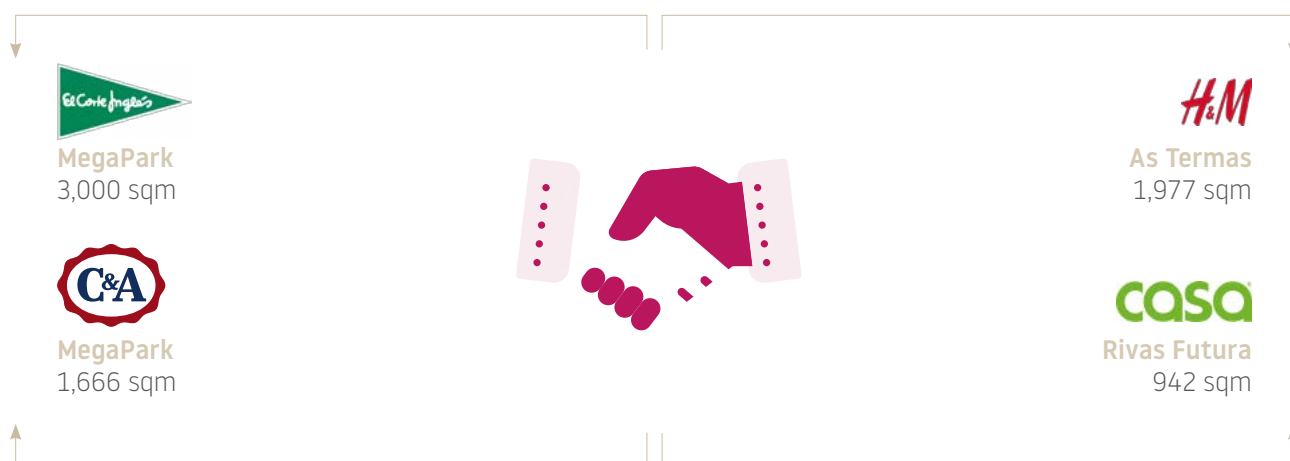


Some of the **key deals** closed in 2018 are detailed below:

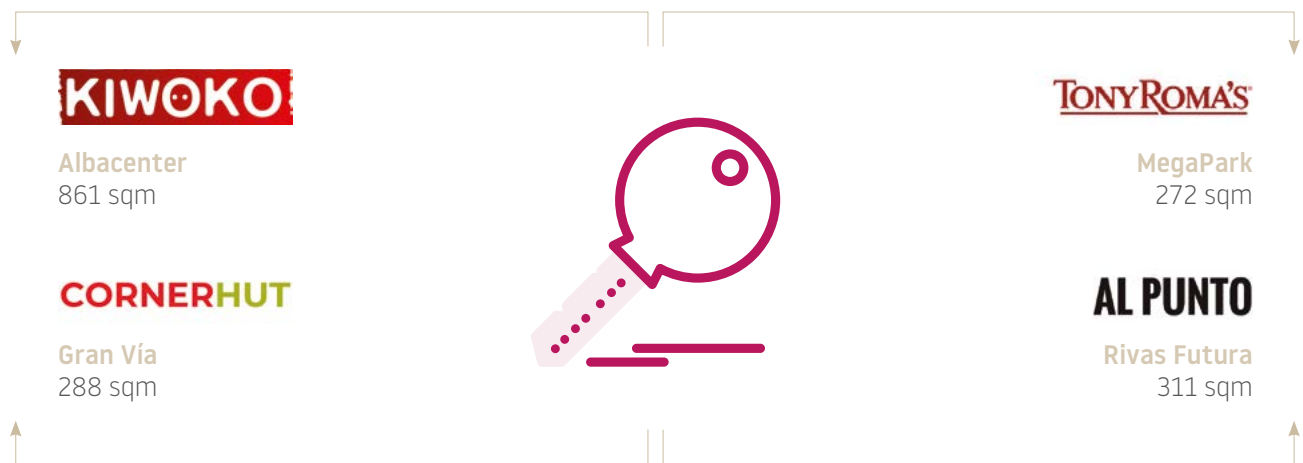
### Relocations & Relettings



### Renewals



## New Lettings



**Lagoh**  
76 lease agreements



**TOTAL**  
**22,132 sqm**  
signed in 2018

The Lagoh shopping centre development continues to attract tenants, with a total of **22,132 sqm** of GLA already pre-let at 31 December 2018. A total of **76** pre-lets were signed during 2018 including big names such as KFC, Levis and Starbucks.

Thanks to a tremendous marketing effort, by 31 December 2018 **82% of the gross lettable area was pre-let to retailers**, with the centre set to become one of Seville's premiere leisure and entertainment destinations.



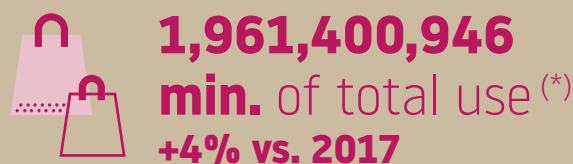
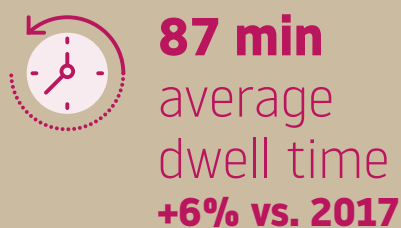


## Retail Users Data

In order to gain a **better understanding of our customers' habits**, we are using the Seeketing tool in some of our main shopping centres (Albacenter, Anec Blau, As Termas, El Rosal and Portal de la Marina). This tool provides us with invaluable information, helping us to make more-informed management decisions for our properties.

Among the data we can extract from this tool, we would highlight the average **customer dwell time**, as well as the **number of visits**. These two figures allow us to work out the total use of the shopping centre, by multiplying the average dwell time registered by the number of visits.

The results obtained in these shopping centres during 2018 were as follows:

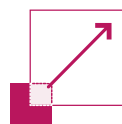


The shopping centres analysed registered a **6%** increase in average customer dwell time y-o-y (87 minutes vs. 83 minutes). This increase drove the total use up by **4%**.

As well as the Seeketing tool, we are also introducing the **“Customer Journey”** project in our properties, a research programme that will allow us to map out the route that customers take when they visit our centre, identifying customer profiles and how they spend their time during their visit.

These tools not only allow us to better understand customer trends, but also their likes and dislikes, providing us with invaluable insights in terms of better managing our shopping centres, creating a unique and stand-out offering, and increasing overall customer satisfaction.

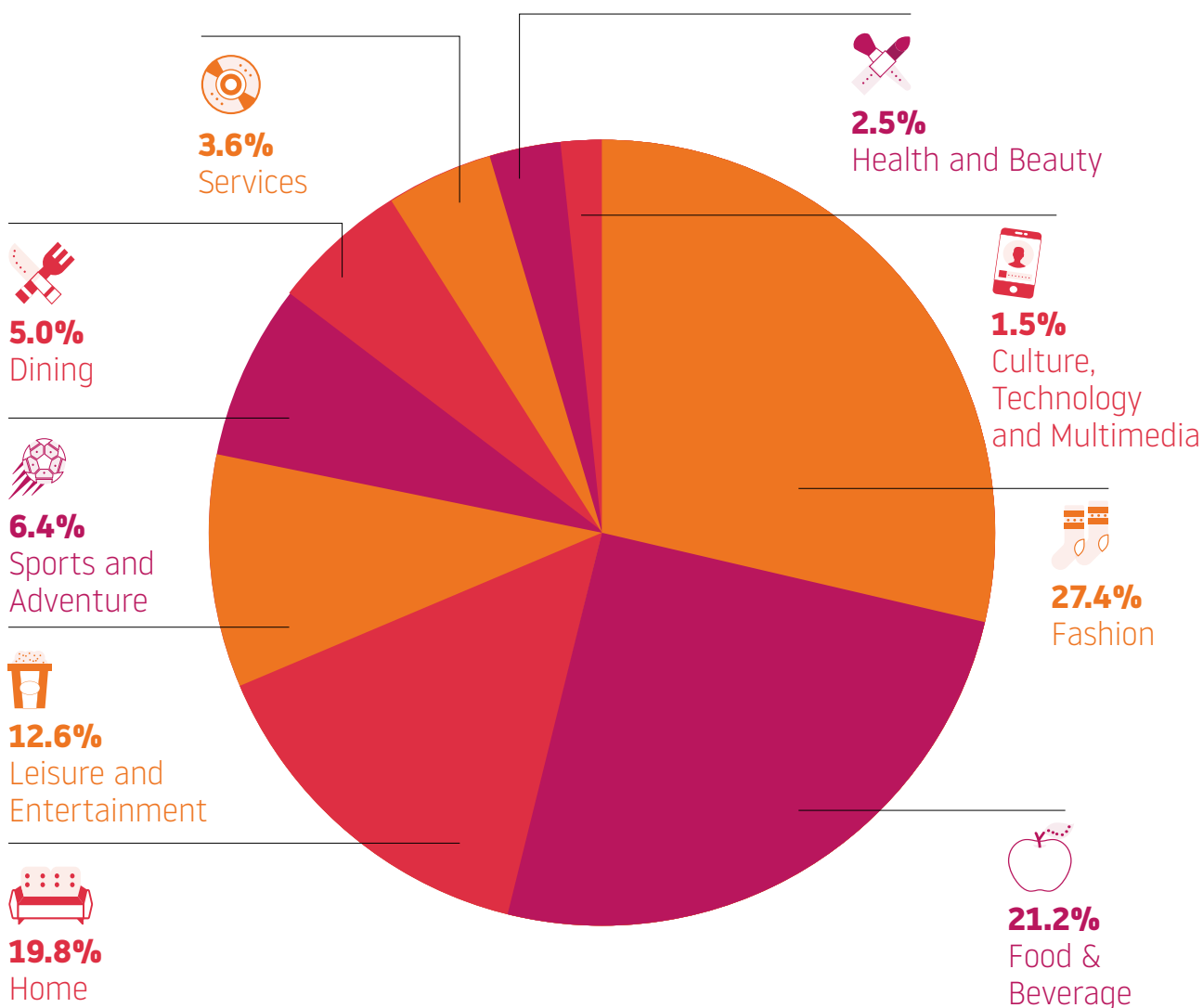
*(\*) Figure calculated by multiplying the average dwell by the number of visitors in the period.*



**9.3%**  
Average effort rate

## Retail Tenant Mix (%)

Below you will find the **tenant mix** of Lar España's retail portfolio at 31 December 2018 by space let. The fashion, food & beverage, home and leisure and entertainment sectors account for 81% of the retail offering in Lar España's shopping centres.



## Trends and new concepts

The retail sector is undergoing a real transformation. Some of the most potent trends at the moment include **omnichannel retailing, personalisation and the introduction of more convenient payment methods**. With the advent of **disruptive technologies**, such as artificial intelligence, augmented reality and beacon networks — wireless devices that gather customer data and provide shoppers with personalised offers — the digitalisation of retail is advancing at breakneck speed, a process that will dictate the future shape of the sector. These new technological capabilities allow brick-and-mortar retailers to compete in this fast-evolving digital age, and help them run effective marketing campaigns. Retailers are continuing to adapt their business models to the changing shopping habits of consumers.

### The rise of pop-ups

Over the last few years, the trend for **temporary stores** has become impossible to ignore.

Two main motives have driven the growth in the number of pop-up stores. In some cases, the pop-up concept allows different brands that would not otherwise be in a position to open in a prime location to band together and pool their investment. While for other retailers, they offer an effective means of testing the market to see **how consumers respond** to a particular product or concept.



*IKEA Diseña, in Gran Vía shopping centre.*

### Retailers continue to invest in flagship stores

Opening a flagship store is becoming a very tempting proposition for many retailers seeking to build brand loyalty by offering customers a **better shopping experience**.

The primary objective of flagship stores is not to encourage customers to buy more, but to win them over by marketing the brand's image. To stand out from the brand's other physical stores, a 'flagship store' needs a **design that's creative, innovative and very clearly defined**.

Brands specialising in **fashion and accessories** have been the most enthusiastic adopters of the flagship model. A flagship store can be the perfect shop window for these brands, all vying to make a strong impression while offering customers the latest technology, to create an immersive shopping experience.



*Lefties flagship in Portal de la Marina shopping centre*



### The value of physical space

The physical channel is still most people's preferred mode of shopping. Stores offer customers certain advantages that can only be found in the offline world. In-store, for example, the customer can touch the product – the primary reason given by Spanish consumers for visiting a brick-and-mortar store followed by the option to try the item on, according to data from Statista.

A growing number of retailers are using their **physical space to engage with customers and offer them a more appealing experience** – something that helps boost sales, brand loyalty and social media traffic. Moreover, new technologies incorporated into physical stores provide valuable consumer data that helps retailers improve their performance.

### Key sectors: fashion and food & beverage

The **fashion sector** takes the lead in Spain in terms of the number of existing stores and new launches. Out of more than 1,300 active franchises in 2018, the largest share (238) pertained to fashion brands, according to data from Statista. Within this sector, the **women's fashion and accessories** segments encompass the greatest number of brands with a presence in Spain.

While online shopping has had an impact on the store model and on store locations, this has not deterred retailers from expanding their physical reach.

Indeed, over the last few years, the number of stores belonging to Spain's leading fashion brands in terms of turnover (Zara, Mango, Bershka and Stradivarius) has grown. Since 2009, the total number of fashion stores has risen by 5%. For the sake of comparison, if we look at the 2004 data it is clear that there has been a marked rise in store numbers: **43% over a 14-year period**.

Meanwhile, the **food and beverage** sector is making increasingly larger inroads into Spain's major high-street retail hubs and shopping centres. Property owners are **looking to expand the range of leisure and dining options they offer** while also introducing new technologies.

Spain is experiencing a real step change in its culinary scene and F&B sector. With fine dining and cuisine more popular than ever before in Spain, shopping centres have been keen to jump on the bandwagon, putting more and more effort into enhancing the **culinary choices on offer with a view to pushing up footfall and visitor dwell time**.

Dubbed 'Food in Fashion', one of the hottest trends in F&B recently is a fusion of **fashion retailing, fine dining and restaurant entertainment like nothing we've seen before**. From flamenco shows to jazz quartets, cabaret artists and folk singers, these events are sure to make for a memorable meal.

Source: JLL



### Opening of VidaNova Parc retail park

After two years of construction and €50 million invested by Lar España, VidaNova Parc opened in Sagunto on 27 September, following the opening of the Leroy Merlin store in June. With a catchment area of 250,000 people, it features a gross lettable area of over **45,000 sqm and 2,349 parking spaces**, making it the biggest retail park to open in Spain in 2018. It is home to over **40 leading retail brands** and boasts 100% occupancy. Notable tenants include Decathlon, C&A, Worten, Norauto, Burger King, Urban Planet and Yelmo Cines, a 9-screen cinema with cutting-edge audiovisual technology.

The shopping and leisure destination is expected to receive **5 million visitors** during its first year, a figure which is then set to climb to 7 million in 2020 and 2021. The city council has highlighted the immense economic impact on the city, with the creation of **1,200 direct and indirect jobs**.



**Biggest retail park**  
to open in Spain in  
2018

**+46,000**  
visits  
opening day

**+170,000**  
visits  
first week

**45,773 sqm**  
GLA

**1,200**  
direct and  
indirect jobs

**Over 40**  
leader  
brands





**€145.1 million** sale price

**40.1%** divestment value uplift on the acquisition price

## Offices.

### EGEO

- On 16 January 2018 the property was sold to Inmobiliaria Colonial for a total of **€79.3 million** (€4,344 per sqm).
- The sale price represented a **value uplift of 22.2%** on the acquisition price.
- Before the property was sold, works were carried out to **waterproof technical areas**, fully upgrade the **fire alarm system** and refurbish the suspended ceilings.
- Obtained "Good" in-use **BREEAM®** certification.

### JOAN MIRÓ

- Joan Miró office building, located in Barcelona, was transferred to AEW for a total price of **28.8 million Euros**.
- Value uplift of 26.9%** on the acquisition price and **17.6%** on the last valuation (June 2018).

### CARDENAL MARCELO SPÍNOLA

- On 1 February 2018, the first floor (540 sqm) of the property was **let to Hanson Hispania** (Heidelberg Cement Hispania).
- New lease agreement** for 3,460 sqm with All for Padel (Adidas), Bmind, Walmeric and Marco de Comunicación.
- End of **works to improve** the property's car park.
- Signing of an agreement to install **CitiboxSmart Mailboxes**.
- As of the date of this report, the asset has been transferred to an INVESCO company for a total price of **37 million Euros**. The sale price agreed for the transfer of the mentioned property represents a capital gain of **94.7%** on the acquisition price paid by the Company for said property in July 2014.

### ELOY GONZALO

- Completion of comprehensive refurbishment works** at the property and revision works.
- New lease agreement for 4,364 sqm** (70% of GLA) and an initial lease term of 15 years was signed with **WeWork**, the leading co-working space company.
- New lease agreement** for one of the retail units (79 sqm) with **Grupo Treboleta, S.L.** replacing the previous tenant, with a 3-year term certain, renewable for a further 6.
- 100% occupied** after the completion of comprehensive refurbishment works at the property.

## Logistics.

- On 18 July 2018, Lar España sold its entire logistics portfolio to **Blackstone for €119.7 million**.
- This divestment equated to a **value uplift of 83% on the acquisition price** (73% excluding the capex investment) and **30%** on the valuation of these properties carried out at the end of 2017.
- The portfolio includes **five operational logistics properties** with a total gross lettable area of 161,838 sqm, four of which are in Alovera (Guadalajara) and the fifth in Almussafes (Valencia), as well as 17 plots allocated for logistics use in Cheste (Valencia), with a total gross lettable area of 181,617 sqm.



**€119.7 million** sale price

**83%** divestment value uplift on the acquisition price



## Residential.

### First apartments at Lagasca99 delivered

**Lagasca99** is a **new development of spacious apartments** brimming with natural light and offering the highest degree of privacy, cutting edge technology and a superb standard of finish throughout, in a building rich in architectural and iconic features. Developed by Lar España in a joint venture with investment management firm PIMCO, the project came full cycle in December as the keys for the first apartments were handed over to their new owners.

A **new residential concept right in the heart of Madrid** in the historic Salamanca district, Lagasca99 was built using the finest materials and to the most exacting of standards. Based on a design by the acclaimed **architect, Rafael de la Hoz**, the building's façade was crafted from 316 panels of Merbau wood imported from Indonesia, 792 tonnes of travertine marble and 4,300 sqm of glass.

In keeping with Lar España's commitment to sustainability, Lagasca99 was certified under the **BREEAM sustainability scheme** at the design phase, guaranteeing that the finished building is as respectful of the environment as it is of its inhabitants.

Residents will be able to enjoy a cornucopia of **ultra-luxurious amenities**, including a roof garden with a living canopy and a swimming pool, an expansive entrance lobby full of natural light and indoor gardens, a gym and wellness centre, 24-hour security and monitoring all 365 days of the year, an indoor pool and a private members' club.

Once all of the apartments have been delivered there will be an **extraordinary dividend**, subject to approval at the next General Shareholders' Meeting which is expected to take place in April 2019.

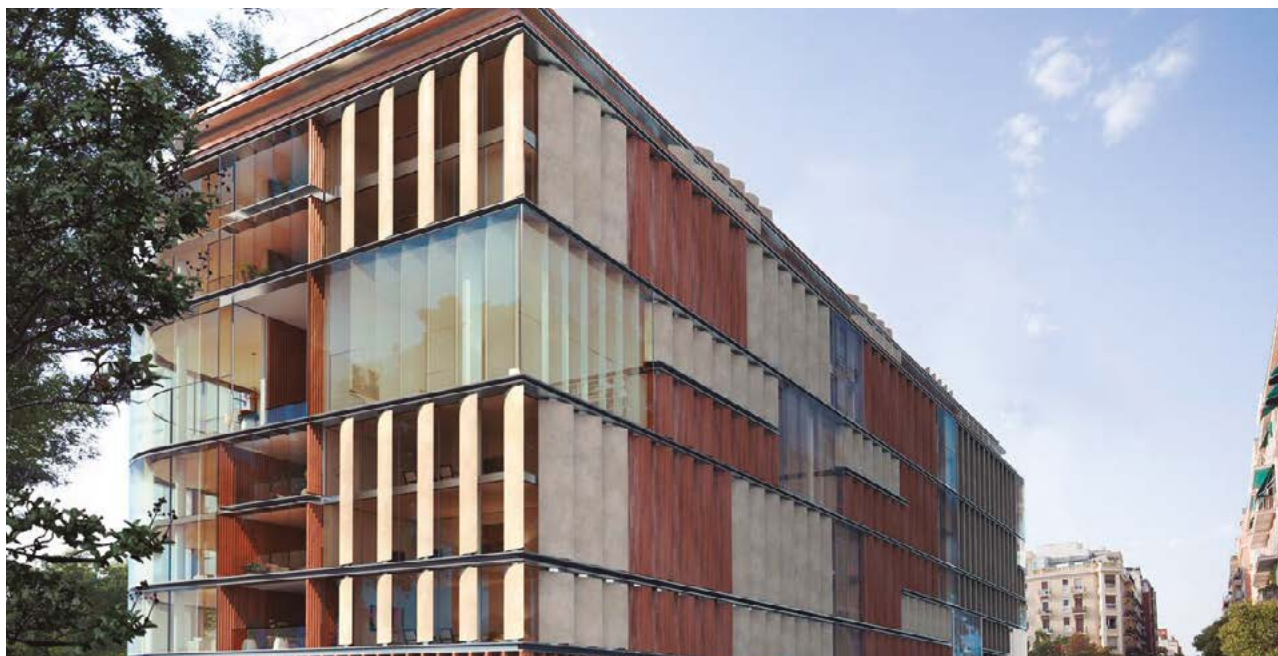
Sustainable  
building



**316 panels**  
of Merbau  
wood

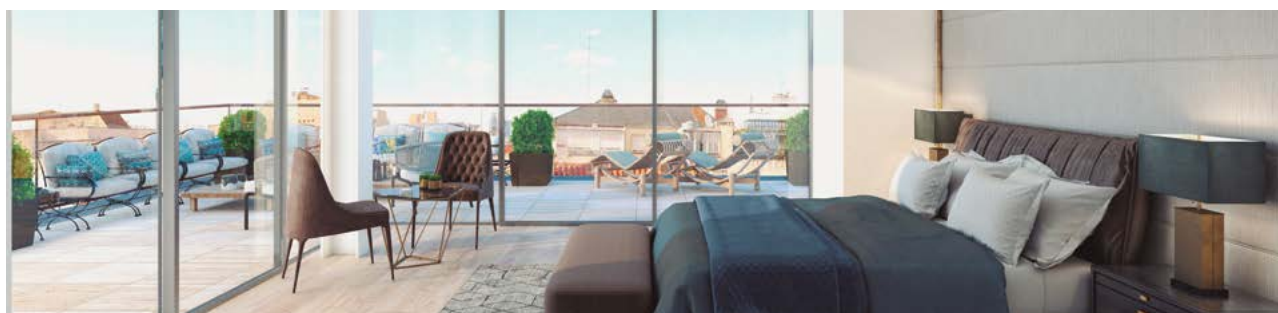
**792 tonnes**  
of travertine  
marble

**4,300 sqm**  
of glass



Mr. José Luis del Valle, Chairman of Lar España, points out that 'this development represents a key milestone in our business plan and, what's more, will help us meet our objective of **creating value for our investors and shareholders.**'

Lagasca99 is set to become a **new gold standard for the luxury residential sector.** Making a valuable contribution to Madrid's architectural heritage, it's an urban design revolution in the heart of Salamanca.



**95%**  
sold

**44**  
apartments  
**2**  
retail units

**€11,300 per  
sqm** average  
sale price

**29%<sup>(\*)</sup>**  
delivered  
at 31  
December  
2018

Extraordinary  
dividend

*(\*) As per the reporting date, 27 February 2019, the percentage of deliveries stands at 74%.*

## VIII. Development project

At 31 December 2018, the only project under construction in Lar España's portfolio was the **Lagoh leisure and entertainment complex**. 2018 brought the opening of the **VidaNova retail park** and the delivery of residential units in the new **Lagasca99 building**.

### Lagoh Retail Development



Your retail and family  
space in Seville



Excellent location,  
4 km from Seville's  
city centre

Estimated opening:  
September 2019

Acquisition price:  
€40.5 million

Market value<sup>(\*)</sup>:  
€132.0 million

100,000 sqm of retail and family  
leisure space

In the process of  
gaining BREEAM certification

82%<sup>(\*\*)</sup> of GLA signed or with binding contract with leading retailers

Large  
catchment area:  
1.5 MM people

Forecast annual  
revenue of  
€15 million

Status:  
under construction  
and letting

Estimated  
construction cost:  
€151.6 million

Purchase date:  
Q1 2016

Some of our  
main tenants:

MediaMarkt

MERCADONA

YELMO CINES

PRIMARK

Massimo Dutti

VICTORIA'S  
SECRET

McDonald's

STARBUCKS  
COFFEE

FIVE GUYS

Urban Planet

ZARA

(\*) The valuation has been made at 31 December 2018 by an external independent valuer

(\*\*) As per the reporting date, the GLA already pre-let stands at 93%.



## First units delivered at the Lagoh shopping centre

The early part of 2019 saw the first deliveries of units at the Lagoh leisure and entertainment complex, a landmark addition to Seville's retail scene due to open in September 2019.

A number of units have already been handed over to occupiers, including **Yelmo Cines**, **Primark**, **Mercadona** and **Urban Planet**, set to be the anchors of the new shopping centre. Lagoh will boast a gross lettable area in excess of 70,000 sqm, more than 200 retail units and 3,250 parking spaces.



Opening date:  
**27 September 2019**



4,300 sqm

Latest generation  
technology

One of the most advanced  
cinemas in Spain, both in  
screening and sound, as well  
as in comfort



7,000 sqm

One of its  
largest stores

Innovative store with a  
great visual impact to  
enhance in-store experience



3,000 sqm

Spanish  
supermarket chain

Mercadona dominates the  
supermarket sector in Spain



3,300 sqm

Most innovative  
format in Spain

Offering lifestyle, sports  
and last generation leisure  
activities for adults and kids

**+200**  
retail units

**Multi-adventure**

**3,250**  
parking lots

**Virtual reality**

Lake  
**6,500 sqm**  
surface

**Food courts**

**4,800**  
new jobs



## IX.

## Development main milestones

2018  
**Q1****VidaNova Parc**

Handover of the unit occupied by Leroy Merlin

**Lagasca99**

€10 million returned to shareholders

**Lagoh**

Over 45,000 sqm let (63%)

Construction works 20% complete

Acquisition of 12,000 sqm of buildable area in addition to the initial project

**Q2****VidaNova Parc**

Environmental license for Leroy Merlin

Amendment to the urban development project

**Partial handover of the M3 plot by the City Council****Opening of Leroy Merlin store****Lagasca99**

75% of space sold

**Lagoh**

Collaboration agreement signed at the Town Council with the Los Bermejales Retailers and Professionals Association (ACOPROBER)

**Syndicated bank financing signed for the development and future operation of the shopping centre in the total amount of €98.5 million**

Technical day organised by the Spanish Shopping Centre Association (AECC) in Seville with a visit to the Lagoh development

2019  
**Q1****Lagasca99**

75% of units delivered

**Lagoh**

First units delivered to Yelmo Cines, Primark, Mercadona and Urban Planet

93% of total GLA pre-let

**Q3**

### VidaNova Parc

Deed of New-Build Construction drafted

Handover of plots M2 and M3 by the City Council

Opening of Norauto unit

18 September: opening of Gasoprix petrol station

Municipal First Occupancy Certificate (statement of compliance) granted

**Retail Park fully opened**

### Lagasca99

Works Completion Certificate (CFO) obtained

### Lagoh

**Authorisation and works started for the infrastructure mobility and improvement plan (access)**

**New name and branding for the “Lagoh” project, previously known as “Palmas Altas”. Preparation for the new brand launch and sponsorship of the 20th Seville Flamenco Biennial**

Good commercialization progress, with **76% of GLA pre-let**

**Q4**

### VidaNova Parc

**Sale of plot to Norauto**

Sale of plot occupied by Gasoprix to LE Retail Sagunto II

**Universal accessibility certificate (AENOR) received**

### Lagasca99

First Occupancy Licence (LPO) obtained; handover of first housing units

### Lagoh

First updates with the main retailers about the delivery of their units and opening dates: Yelmo, Media Markt and Urban Planet

**Completion of structural works. Works 50% completed**

Granting of Construction Permit for Yelmo Cines and permit adapted to project (Refurbishment II)

**82% of total GLA pre-let**