

REALIA



RESULTS 1Q 2022

27th April 2022

EXECUTIVE SUMMARY

MAIN FINANCIAL FIGURES

(€mm)	1Q 2022	1Q 2021	Var. (%)
Total revenue	49,21	41,72	18,0
Commercial Property	21,24	20,87	1,8
Land & Homebuilding	27,01	20,21	33,6
Services & Others	0,96	0,64	50,0
Gross operating profit (adjusted EBITDA) ⁽¹⁾	21,02	17,37	21,0
Profit after tax	15,41	10,82	42,4
Attributable net profit	14,93	8,51	75,4
Net financial debt	540,7	481,08	12,4
Nº shares (mm) treasury shares not included	811,09	811,09	0,0
Earnings per share (€)	0,018	0,010	80,0

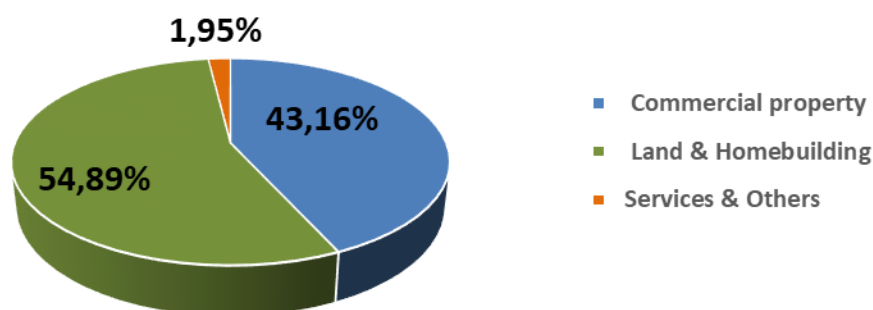
⁽¹⁾ It includes provisions related to current assets

REVENUE AND RESULTS

- Total revenue was €49,21m, 18,0% better than at 1Q 2021.
- Evolution of income in the different business areas vs 2021:
 - Commercial Property: €21,24m (+1,8%)
 - Land & Homebuilding: €27,01m (+33,6%)
 - Services & Others: €0,96m (+50,0%)

Breakdown by business activity at 1Q 2022:

Total revenue: €49,21m



Income from Commercial Property went up by 1,8%. This result is mainly due to better rents from Build to Rent (BTR) business activity, rents updating, and increase of common charges offsetting lower income from less leased space.

Income from Land & Homebuilding went up by 33,6%. It is mainly due to the sale of a land plot in Pinto (Madrid) for an amount of €11,63m.

Income from Services went up mainly due to new commercial agreements, technical management and administrative and fiscal management related to residential developments and/or third party companies different from Realia Group.

- Gross operating profit – “adjusted EBITDA” (for provisions associated with current assets amounting €13,72m), reached €21.02m vs €17,37m at 1Q 2021 (+21.0%). This result is mainly due to the sale of a land plot and better margins in land & homebuilding business area.

Realia Group obtained a positive adjusted EBITDA (gross operating profit) in all business areas (land & homebuilding, commercial property and services).

- Profit after tax reached €15,41m vs €10,82m at 1Q 2021(+42,4%).
- Attributable net profit reached €14,93m vs €8,51m at 1Q 2021 (75,4%). This result is mainly due to better operating and financial results, as well as the Company increase participation in Hermanos Revilla, S.A. through the acquisition of 37,11% stake last December 2021.

INDEBTEDNESS

- At 1Q 2022, Realia Group gross financial debt reached €623,29m vs €571,31 (+9,1%), at 1Q 2021. This result is mainly due to:
 - the Company acquisition of 37,11% stake in Hermanos Revilla, S.A. last December 2021
 - reduction of ordinary and extraordinary amortization and
 - Reduction of provisions in the different companies of the Group.

As of 31 March 2022, cash and equivalents reached €82,59m vs €90,23m at 1Q 202. This amount together with the cash-flow generated will be allocated to pay back banking debt, to complete residential developments in the pipeline, to start new residential developments, to develop the Build to Rent (BTR) business activity, to invest in CAPEX for the current assets and to buy new ones.

- As a consequence, at 31 March 2022, Realia Group net financial debt reached €540,70m vs €481,08m at March 2021 (+12,4%).
- The net financial result reached €-2,99m, 2% better than at March 2021. This result is mainly due to better spreads applied in the syndicated loan of Realia Patrimonio,S.L.U. that have offset the debt resulting from the acquisition of 37,11% stake in Hermanos Revilla, S.A..
- Additionally, there have been another positive financial results amounting €2,22m.
- The weighted average rate (derivatives included) reached 1,58% at 31st March 2022 vs 1,79% at 1Q 2021.

COMMERCIAL PROPERTY

- As of 31 March 2022, gross rental income reached €16,47m vs €16,38m at 1Q 2021 (+0,5%). This result is mainly due to better rents from Build to Rent (BTR) business activity, rents updating, and increase of common charges offsetting lower income from less leased space.
- Overall occupancy levels of operational tertiary use assets (As Cancelas Siglo XXI, SL, included) reached 91,8% at March 2022 vs 92,1 % at March 2021 (-0,30%).
- Realia Group operates a Build to Rent (BTR) residential development of 85 social homes in Tres Cantos. As of 31 March 2022, 100,0% of the total units were occupied vs 81,4% at March 2021.
- There are two new Build to Rent (BTR) residential developments in the pipeline for 195 social homes in Tres Cantos (Madrid). Total investment will reach €42,9m, €26,4m still pending to be spent. Operation is expected to start by 1H 2023.

OPERATIONAL HIGHLIGHTS	1Q 2022	1Q 2021	Var. (%)
Commercial Property			
GLA (sqm)	410.837	416.761	-1,4
- Tertiary use (offices, shopping centres and other)	400.864	406.788	
- Residential use (BTR)	9.973	9.973	
Occupancy (%)	92,0%	91,8%	0,2
- Tertiary use (offices, shopping centres and other)	91,8%	92,1%	
- Residential use (BTR)	100,0%	81,4%	

LAND & HOMEBUILDING

- As of 31 March 2022, Realia delivered 46 units for an amount of €15,22m vs 65 units delivered at March 2021 for an amount of €19,97m.
- We highlight the sale of a land plot in Pinto (Madrid) for an amount of €11,63m which has had a positive impact on the operating account for an amount of €2,66m.
- As of 31 March 2022, there is a stock of 274,5 units (homes and small retail) finished or in the pipeline non-delivered of which 72 units are pre-sold. There are also 41 land plots for single-family housing intended for sale.
- Realia has a gross land bank, in different urbanistic stages, of 6.936.702 sqm and an estimated buildable area of 1.736.832 sqm.

STOCK DATA

The closing stock price (€ per share) has been 0,836 Euro. It has gone up by 5,03% vs 2021.

	31st March 2022
Closing Stock Price (€ per share)	0,836
Market cap. End-of-Period (€)	685.742.123
High of the period (€ per share)	0,85
Low of the period (€ per share)	0,792
Average of the period (€ per share)	0,804
Daily Trading Volume (€)	39
Daily Trading Volume (thousand of shares)	48

APPENDIX – GLOSSARY OF APMs**Gross Operating Profit (adjusted EBITDA):**

Operating result (Profit or Loss), deducting the impact of the provisions for amortization and the variation in provisions not associated with current assets.

BDI (Profit after tax):

Profit after tax

Gross Financial Debt:

Loans with current and non-current credit institutions.

Net Financial Debt:

Gross financial debt minus cash and cash equivalents.

Earnings per share:

It is calculated by dividing the result attributable to the parent Company and the number of shares outstanding (treasury shares not included) at the end of the referred period.

Occupancy:

Surface area occupied by the rental assets portfolio divided by the surface of the portfolio in operation.

LEGAL DISCLOSURE

This document has been produced by Realia Business, S.A. (the “Company”), exclusively to be used during the presentation of the Company results.

The accounting statements contained in this document have not been verified by independent third parties. Therefore, neither implicitly nor explicitly, a guarantee is given on the impartiality, accuracy, completeness or correction of the information and assertions herein expressed.

Neither the Company nor its consultants and representatives accept any liability whatsoever, for negligence or otherwise, for damages or losses derived from the use of this document and the information contained herein.

This document is neither an offer or an invitation to acquire or subscribe shares, in accordance with provisions of Spain’s Royal Decree Law 4/2015 of 23 October, where the revised text of the Securities Market Law was approved, Royal Decree-Law 5/2005 of 11 March, and/or Royal Decree 1310/2005 of 4 November and their implementing regulations.

Additionally, this document is neither an offer to buy nor a request to buy, sell or Exchange shares, nor is it a request for any kind of vote or approval in any other jurisdiction.

Neither this document nor any part of it is contractual, nor can it be used or construed as a contractor any other type of commitment.