

The logo for ARIMA, featuring the word "ARIMA" in a bold, white, sans-serif font with a small accent mark over the 'A'.

THE VISION FOR EXCELLENCE

2023

# Full Year Results

[arimainmo.com](http://arimainmo.com)





# 2023 at a glance

**€359m**

DEC'23 GAV<sup>1</sup>  
+22% on total investment

**2 acquisitions**

c. €45m in offices in Madrid<sup>4</sup>,  
both off-market opportunities

**c.10,500sqm**

leases signed  
+810bps occupancy 12-m LfL<sup>6</sup>

**€11.3ps**

EPRA NTA per share<sup>2</sup>  
+17% since IPO

**1 divestment**

sale completed in 4Q23, in line  
with Jun'23 appraisal value

**+14,500sqm**

office redevelopment completed  
further 25,000 sqm ongoing

**19.2%**

NET LTV  
2.0% all-in costs<sup>3</sup>

**c.€12.1m**

annualised GRI  
+33% 12-m LfL<sup>5</sup>

**78%**

LEED & BREEAM  
certified<sup>7</sup>

## Further upside potential

**≈6.5%**

Expected Yield on Cost  
in current portfolio

**+90%**

Organic growth potential<sup>8</sup>

**100%**

LEED & BREEAM  
expected certified by 2025

(1) Based on the external independent valuation carried out by CBRE Valuation Advisory (RICS) as of 31 December 2023; (2) In accordance with EPRA Best Practice Recommendations; (3) Weighted average; include spread, up-front costs and hedge, offset by the revenue generated with the short-term investments; (4) One office property acquired in Madrid in H1 2023 totaling €29.75 million, a second office property secured through a promise to purchase agreement signed at year-end for an agreed price of €15.3 million; (5) Topped-up annualised passing rental income generated by the investment properties portfolio as of Dec'23 - including Torrelaguna, excluding M39 (sold); 12-m like-for-like compares the topped-up annualised passing rental income generated by the investment properties portfolio as of 31.12.2023 that were also investment properties at 31.12.2022; (6) 12-month like-for-like compares the properties at 31.12.2023 that were also part of the portfolio at 31.12.2022; (7) in GAV terms; (8) Rental income upside potential of current portfolio post-capex





# 2023 at a glance

## Crystallising value from completed plans, acquiring new, well-located value-add opportunities

- > Sale of María de Molina office asset completed in 4Q23, in line with Jun'23 appraisal value
- > Acquisition of one office property in Madrid totaling €29.75 million, with significant reversionary potential
- > Secured acquisition of another office property in Madrid for an agreed price of €15.3 million<sup>1</sup>

## Demand for quality keeps driving leasing activity

- > Botanic lease completed at year-end
- > 10,500 sqm of leases signed, of which 9,902 sqm correspond to new leases
- > New office leases signed at an average +64% rent uplift on refurbished assets
- > +810bps occupancy level improvement on a 12-month LfL basis<sup>2</sup>
- > EUR 2.5 million of additional annual rent secured

## Attractive redevelopment pipeline ongoing

- > One office scheme (Cadenza: 14,500 sqm) delivered, with interest from prospective tenants
- > Two office schemes (Pradillo and Dune: 25,000 sqm) currently ongoing
- > Recent acquisitions to be considered for future refurbishments (+22,000 sqm)
- > Organic growth potential: +90% additional portfolio income growth vs. current GRI

## A significant milestone in our sustainability journey

- > Portfolio achieved a record number of certifications in the period
- > 78% of portfolio LEED/BREEAM certified<sup>3</sup>, up from 19% in 2022, with most LEED Gold or Platinum
- > 78% EPC compliant<sup>3</sup>, up from 41% in 2022, with most rated EPC 'A'
- > Energy efficiency measures implemented in the logistics cold storage warehouse (25,694 sqm), reducing +40% the grid energy usage and yielding c.10% RoI

## Portfolio potential reaching inflection point

- > First refurbishment projects completed and fully leased; one stabilized asset disposed
- > Gross rental income for the 12-month period of €8.6 million, up 38% YoY, driven by both higher volume and rental increases
- > Botanic lease signed on 31/12/2023, therefore not contributing to Árima's 2023 P&L
- > Annualised GRI<sup>4</sup> of €12.1 million as of Dec'23, up +33% LfL compared with the same period a year earlier

## Valuation impacted but outperforming market

- > GAV of €359 million as of 31 December 2023<sup>5</sup>, up 22% on total investment
- > 12m-LfL<sup>3</sup> valuation down 5.8% driven by yield expansion. Resilient relative valuation performance owed to our higher quality portfolio
- > EPRA NTA<sup>6</sup> €11.3 p.s., +17% since IPO and -9% year-to-date, mainly due to yield expansion

## Financial strength

- > Gearing levels remain low with net LTV of 19.2%
- > Weighted average net financial debt at 2.0% all-in costs<sup>7</sup> and 76% repayments due from 2026 onwards
- > 54% of currently ongoing share buyback plan executed<sup>8</sup>
- > EUR 21 million returned to shareholders since 2020 in subsequent share buyback programmes
- > Continued commitment to balance sheet efficiency

## Leading the ESG agenda in the Spanish office sector

- > 100% of current portfolio expected to be LEED/BREEAM certified by 2025<sup>3</sup>
- > Best-in-class sustainability, wellbeing and health standards
- > Environmentally conscious transformations with low carbon repositioning, circularity and disciplined recycling
- > EPRA sBPR Gold and 4-star GRESB awards
- > The only RICS-accredited<sup>9</sup> commercial real estate company in Spain

(1) Promise to purchase agreement signed. An advanced payment of €2.1 million has been made upon signature of the agreement, with the remaining amount to be paid once the building is vacated (expected 2025); (2) 12-month like-for-like compares the properties at 31.12.2023 that were also part of the portfolio at 31.12.2022; (3) In GAV terms; (4) Topped-up annualised passing rental income generated by the investment properties portfolio as of Dec'23, including Torrelaguna, excluding M39; 12-m like-for like compares the topped-up annualised passing rental income generated by the investment properties portfolio as of 31.12.2023 that were also investment properties at 31.12.2022; (5) Based on the external independent valuation carried out by CBRE Valuation Advisory (RICS) as of 31 December 2023. Appraisal includes Torrelaguna (acquired); excludes M39 (sold) and the promise to purchase agreement signed at year-end for the acquisition of an office asset in Madrid; (6) In accordance with EPRA Best Practice Recommendations; (7) Weighted average; include spread, up-front costs and hedge, offset by the revenue generated with the short-term investments; (8) Share buyback plan launched in July 2022; (9) Royal Institution of Chartered Surveyors

# Recent Developments





# Botanic lease completed

Proving our ability to identify under-performing buildings and transform them into unique assets

## Opportunity and execution

- > Off-market transaction. Previous lease expiry accelerated to ensure refurbishment works could start once building license was granted
- > 100% of the existing structure retained, resulting in CO<sub>2</sub> savings that equate to planting 6,000 trees. 91% of construction waste recycled
- > Asset transformed into a prime free-standing office building in Madrid A2-M30 submarket, with excellent floor plates of c. 2,000 sqm and floor to ceiling heights (2.8m)
- > Top ranked sustainability and well-being certifications, and spectacular gardened outdoor areas and terraces extending to over 3,000 sqm (30% GLA)

## Lease

- > MSD, world leading multinational biopharmaceutical firm, transfers its headquarters in Spain to Botanic
- > Agreement secures an additional annual income of c. EUR 2.5m
- > Lease term 7+5, with annual CPI indexation<sup>1</sup>

BOTANIC	FULL REFURBISHMENT
Location	Madrid A2-M30
GLA	9,902 sqm
Garden and outdoor terraces	c.30% of GLA
Parking spaces	223
Certificates	LEED Platinum, WELL Gold, WELL Health & Safety
E-Charging points (% parking slots)	17%
Reuse of existing structure	100%
Embodied carbons savings	301 kgCO <sub>2</sub> e/m <sup>2</sup>
EPC	A (up from E)
Re-lease spread <sup>2</sup>	+64%



(1) Lease commencement date 31.12.2023; mandatory duration of 7 years, with the right to extend the contract 5 more years (tenant right); CPI adjustment subject to a 5% cap and a 0% floor; (2) New signed rent level compared to pre-refurbishment rent level

Botanic



100% LEASED



# Off-market corporate agreement secures new accretive acquisition in Madrid

## Skilled deal sourcing

### Acquisition Rationale

- > With the lease of Botanic, Árima has reached an off-market corporate agreement to acquire MSD's current headquarters in Spain once vacated<sup>(1)</sup>
- > Free-standing office building located in a well-established area of Madrid
- > Strong upside potential, with expected yield on cost of c.7%
- > The acquisition price of EUR 15.3 million has been agreed<sup>(1)</sup>, representing a capital value of 1,324€/sqm, or 1,103€/sqm when adjusting for parking
- > Starting design concept for potential refurbishment project with Estudio EAS



### NEW ASSET

Location	Madrid A2-M30
GLA	11,600 sqm
Parking spaces	167
Strategy	Full Refurbishment

(1) Promise to purchase agreement signed. An advanced payment of €2.1 million has been made upon signature of the agreement, with the remainder to be paid once the building is vacated (expected 2025)



# Starting to recycle capital

Crystallising value from completed plans to acquire new value-add opportunities

## CAPITAL RECYCLING



### Maria de Molina

Location	Madrid CBD
Acquisition Date	Dec'18-Feb'19
Selling Price	€30.4 million (Jun'23 GAV)
Selling Price/Adj. Selling Price <sup>1</sup>	7,553/7,344 €/sqm
GLA	4,025 sqm
Parking Units	24
Exit Yield	4.7%

Sold



### Torrelaguna

Location	Inner Madrid
Acquisition Date	Jun'23
Acquisition Price	€29.8 million
Acq. Price/Adj. Acq. Price <sup>1</sup>	2,662/1,919 €/sqm
GLA	11,174 sqm
Parking Units	303
Estimated yield on cost	c.7%

Acquired

### Maria de Molina

- > Sale completed in Oct'23 following the deposit contract agreed in Jul'23<sup>2</sup>
- > Asset rental income raised 9x post refurbishment, driven by higher occupancy and rental uplift
- > +66% average rent uplift on new lettings and renewals<sup>3</sup>
- > 100% leased upon refurbishment, up from 14% at acquisition

### Torrelaguna

- > Free-standing office building located in a well-established area of Madrid
- > Intrinsic qualities of large floorplates and good floor to ceiling heights to create a Class A asset
- > Very attractive entry point and initial yield acquired in a receivership process
- > Fully occupied with a high-quality tenant
- > Strong reversionary potential (>7%) through releasing and/or refurbishing longer term

(1) Adjusted for parking; (2) Payments for a total amount of €14.5 million received in Oct'23, with the remaining amount (€15.9 million) to be received in Jul'24; (3) Average rent uplift achieved on new lettings and renewals post refurbishment



# A significant milestone in our sustainability journey

Portfolio achieves a record number of certifications in the period

## Certifications awarded in 2023



**Habana**

LEED/BREEAM	LEED Gold
WELL	WELL Platinum
WELL	WELL Health & Safety
EPC Rating	A



**Botanic**

LEED/BREEAM	LEED Platinum
WELL	WELL Gold
WELL	WELL Health & Safety
EPC Rating	A



**Cadenza**

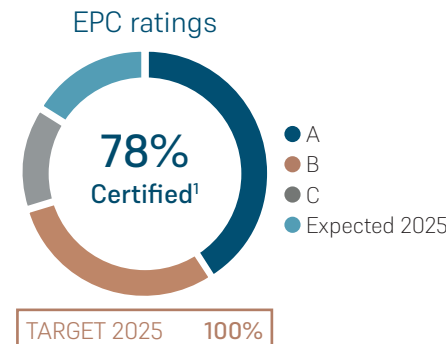
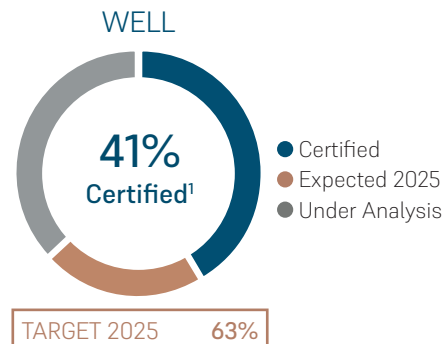
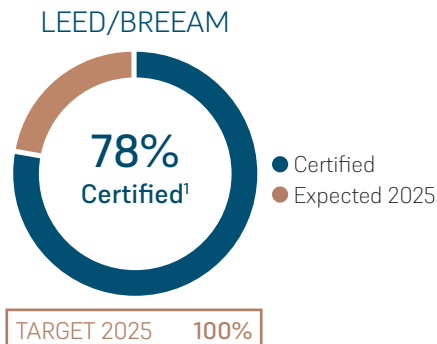
LEED/BREEAM	LEED Gold
WELL	WELL Platinum
WELL	WELL Health & Safety
EPC Rating	A



**Guadalix**

LEED/BREEAM	BREEAM Very Good
WELL	-
WELL	-
EPC Rating	A

## Roadmap to portfolio LEED/BREEAM, WELL and EPC ratings



- > 78% of portfolio LEED/BREEAM certified by year-end, with most LEED Gold or Platinum<sup>1</sup>
- > LEED/BREEAM certifications rise from 19% in 2022
- > 78% EPC compliant by year-end, with most rated EPC 'A'<sup>1</sup>
- > EPC ratings rise from 41% in 2022

(1) In GAV terms





# Financial Results



# Crystallising rental upside potential with completed schemes

## Portfolio valuation impacted by yield expansion

- > GAV of EUR 359 million as of 31 December 2023<sup>1</sup>, delivering +22% value growth on total investment
- > 12m-LfL<sup>2</sup> valuation down 5.8% driven by market yield expansion. Resilient relative valuation performance driven by our higher quality portfolio
- > Divestment of Maria de Molina completed in the period
- > Botanic lease signed on 31/12/2023, therefore not contributing to Árima's 2023 P&L
- > EPRA NTA<sup>3</sup> EUR 11.3 per share, +17% since IPO and -9.2% YoY, driven by upward yield shift
- > €8.6 million gross rental income for the 12-month period, up 38% compared to the same period the prior year, driven by higher volume and rental increases<sup>4</sup>
- > Annualised GRI at Dec'23 of EUR 12.1 million, up +33% LfL year-on-year<sup>5</sup>

EURm unless specified	31/12/2022	31/12/2023
Portfolio Gross Asset Value	379,700	359,200
EPRA NTA	328,192	292,146
EPRA NTA per share (€ p.s.)	12.4	11.3
Gross Rental Income	6.2	8,6
Recurring EBITDA	(0.5)	0.3
EPS (€ p.s.)	0.4	(1.2)
Net LTV (%)	12.8%	19.2%

(1) Based on the external independent valuation carried out by CBRE Valuation Advisory (RICS); (2) 12-month like-for-like compares the properties at 31.12.2023 that were also part of the portfolio at 31.12.2022; (3) In accordance with EPRA Best Practice Recommendations; EPRA NTA EUR 11.2 per share when considering the incentive shares pending to be delivered to the company beneficiaries at the end of the deferral periods; (4) Rental income from acquisition in the period not included; like-for-like ratios compare the recurring gross rental income generated as of 31.12.2023 by the properties that were part of the portfolio the same period the year earlier; (5) Topped-up annualised passing rental income generated by the investment properties portfolio as of Dec'23 - including Torrelaguna, excluding M39 (sold); 12-m like-for-like compares the topped-up annualised passing rental income generated by the investment properties portfolio as of 31.12.2023 that were also investment properties at 31.12.2022



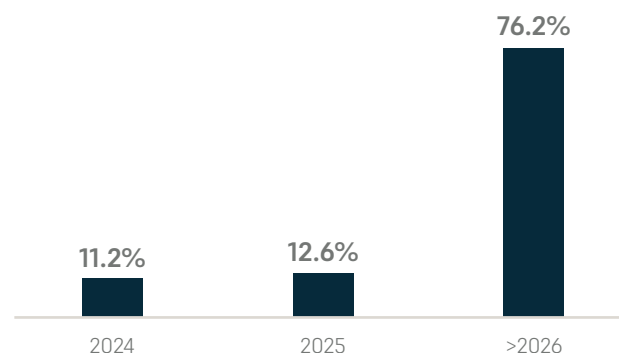


# Balance Sheet Strength

## Low leverage and significant financial flexibility

EURm unless specified	31/12/2023
Gross Debt	112.364
Cash & Equivalents	42.976
Net Debt	69.388
Net LTV (%)	19.2%
Average debt maturity (years)	3
Weighted average cost of debt	2.0%
Percentage of debt fixed	83%
Percentage of green loans	100%

### Debt maturity profile as of 31.12.2023



- > Net LTV remains low at 19.2%
- > Strong liquidity position with c. EUR 73 million at year-end<sup>1</sup>
- > 2.0% all-in costs<sup>2</sup> with limited debt maturities in the next short-term
- > 100% of Árma's financing composed of green loans

(1) Includes cash and cash equivalents, short-term investments as well as undrawn financing facilities at period-end; (2) Weighted average; include spread, up-front costs and hedge, offset by the revenue generated with the short-term investments





# Financial Discipline

€21 million returned to shareholders via share buybacks

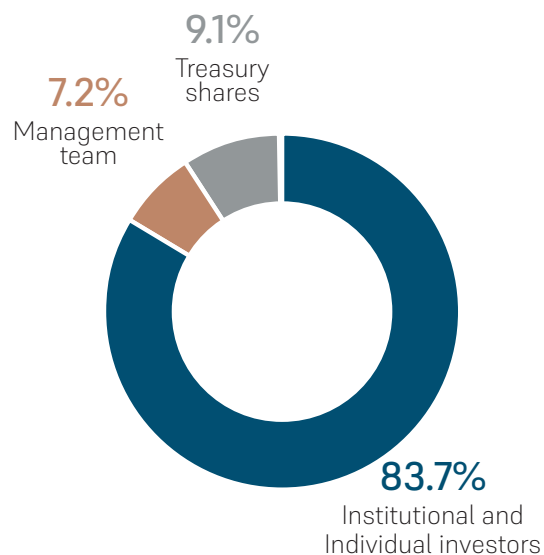
## Returning capital through share buybacks

- > EUR 21 million returned to shareholders since 2020 in subsequent share buyback programmes
- > 2.6 million shares purchased (9.1% of issued shares) and kept as treasury shares, with no voting powers or right to economic benefit
- > Shares acquired at an average discount to current NAV of c.30%
- > Capacity remaining in currently ongoing share buyback plan

## Significant financial capacity retained

- > Continued commitment to balance sheet efficiency, depending on property market outlook, low financial leverage target and speed of investing & divesting activities

## Ownership



### RETURNING CAPITAL

Total shares acquired	2.6 million shares
As % of issued shares	9.1%
Total capital deployed	€20.7 million
Average share price	€7.99 p.s.
Avg. discount to current NAV	c. 30%



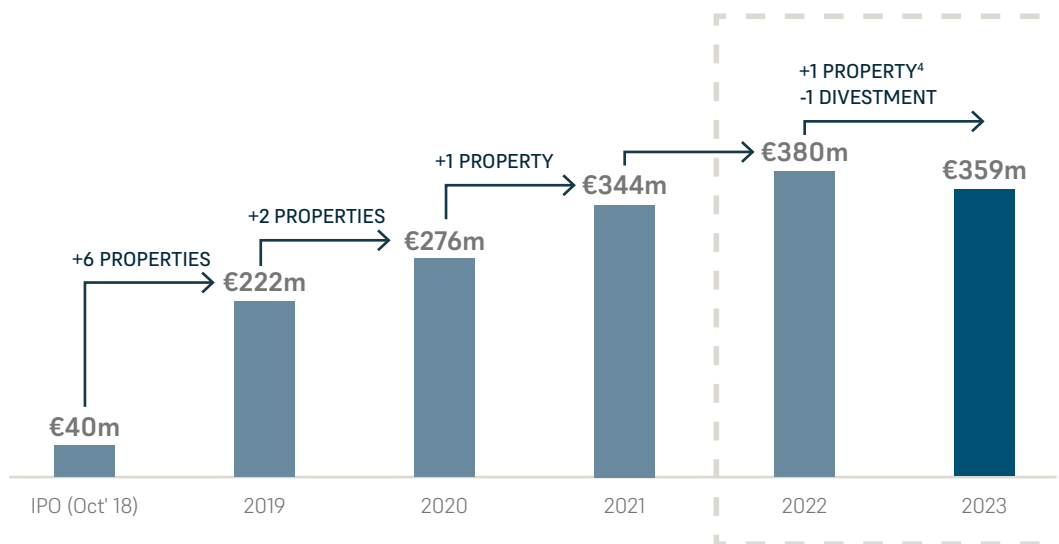
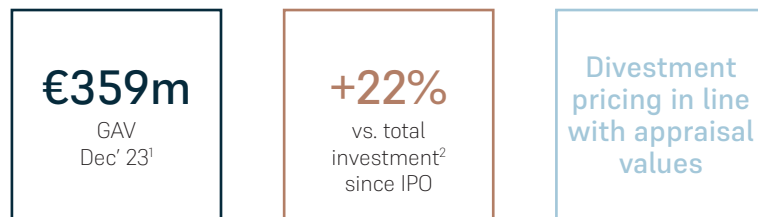
# Portfolio Valuation





# Property Valuation

Yield driven valuation decline, with relative resilient performance owed to our higher quality portfolio



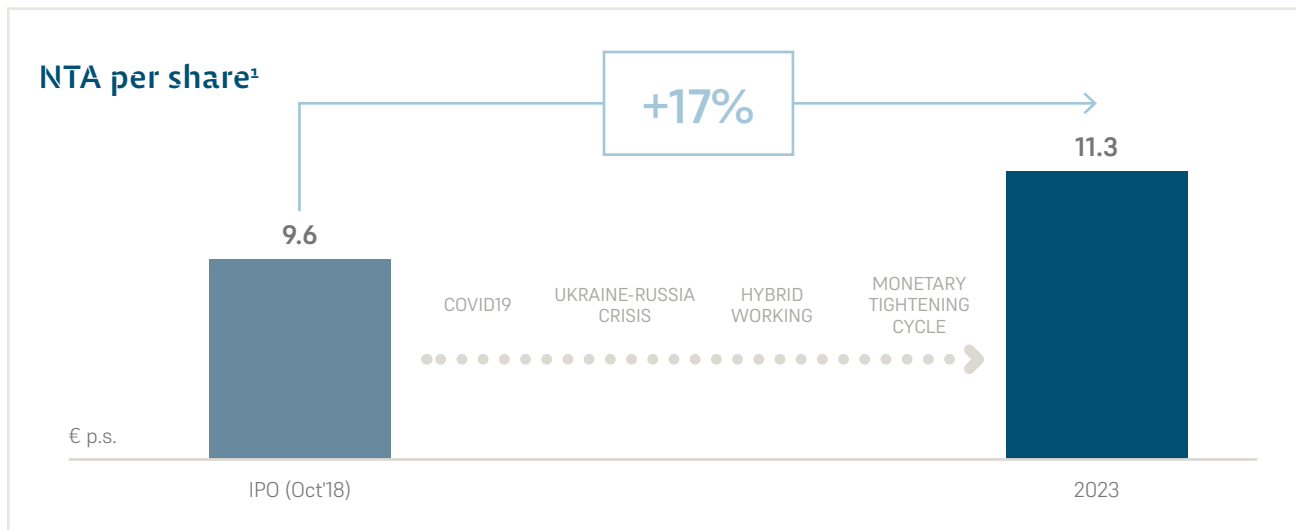
- > GAV of EUR 359.2 million as at 31 December 2023<sup>1</sup>
- > +22% portfolio valuation increase vs. total investment (acquisition price plus capex invested)
- > 12m-LfL<sup>3</sup> valuation down 5.8% driven by market yield expansion. Resilient relative valuation performance driven by our higher quality portfolio
- > Divestment of Maria de Molina in line with appraisal values (Jun'23 GAV)
- > Dec'23 appraisal includes the acquisition of Torrelaguna but not the promise to purchase agreement signed at year-end for the acquisition of an office asset in Madrid<sup>4</sup>
- > One office scheme (Cadenza: 14,500 sqm) delivered in the period and two office schemes (Pradillo and Dune: 25,000 sqm) currently ongoing

(1) Based on the external independent valuation carried out by CBRE Valuation Advisory (RICS) at 31 December 2023; (2) Total investment includes acquisition price plus capex invested as of the valuation date; (3) 12-month like-for-like compares the properties at 31.12.2023 that were also part of the portfolio at 31.12.2022; (4) The promise to purchase agreement signed at year-end for the acquisition of an office asset in Madrid is not yet part of the company's portfolio valuation at 31 December 2023



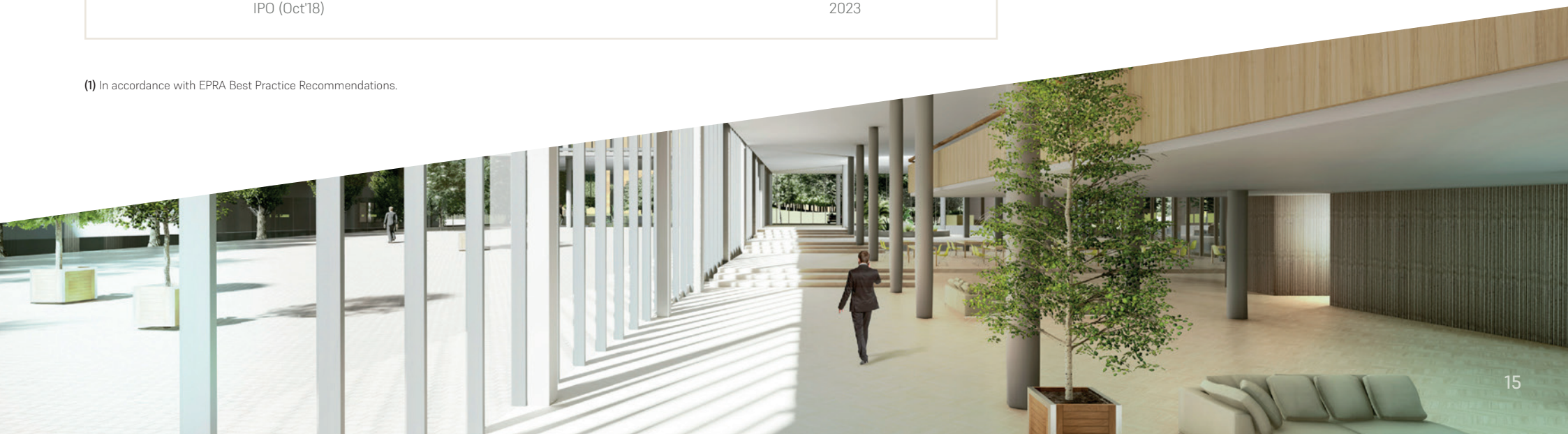
# EPRA NTA

Árma continues to deliver shareholder value despite significant headwinds



- > +17% EPRA NTA p.s. since IPO driven by 13 accretive acquisitions
- > 109,076 sqm GLA – 100% Madrid – in line with the investment strategy

(1) In accordance with EPRA Best Practice Recommendations.





# Operational Highlights



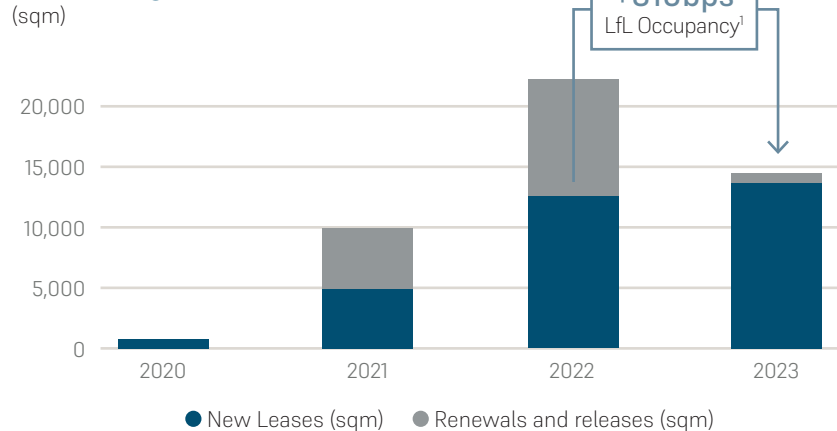




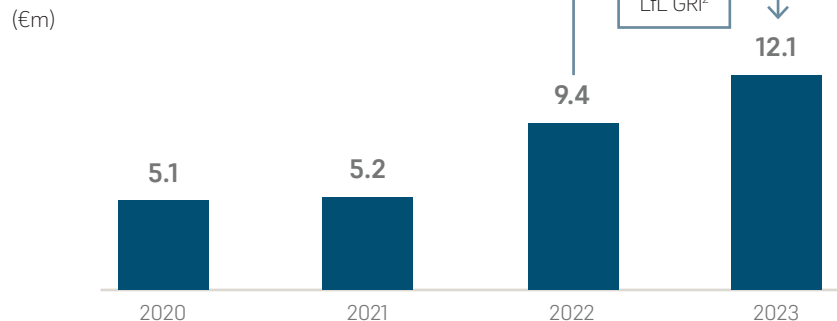
# Leasing Activity

Crystallising rental upside potential as refurbishment schemes are completed

## Leases Signed (sqm)



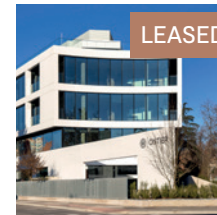
## Annualised GRI<sup>2</sup> (€m)



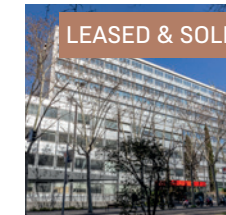
## FY 2023

- > 10,500 sqm signed, of which 9,902 sqm correspond to new office leases, timed with asset deliveries
- > EUR 2.5 million of additional annual rents secured, ending the period with an annualised GRI of EUR 12.1 million, +33% YoY on a 12-month LfL basis<sup>1,2</sup>
- > New office leases signed at an average +64% rent uplift on refurbished assets
- > +810bps occupancy level improvement on a 12-month LfL basis<sup>1</sup>

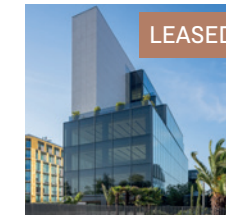
Habana



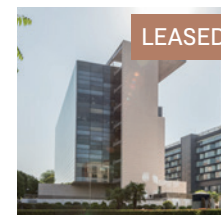
MM39



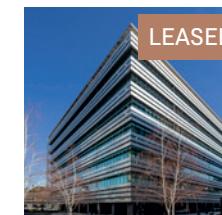
Botanic



RMA



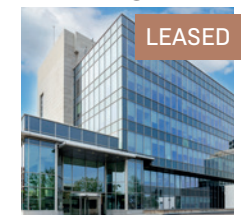
Cristalia



Guadalix



Torrelaguna



(1) 12-month like-for-like compares the properties at 31.12.2023 that were also part of the portfolio at 31.12.2022; (2) Topped-up annualised passing rental income



# Redevelopment Programme

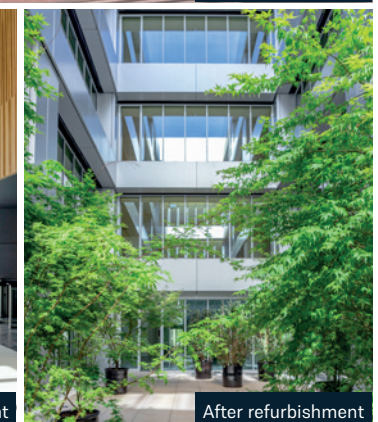
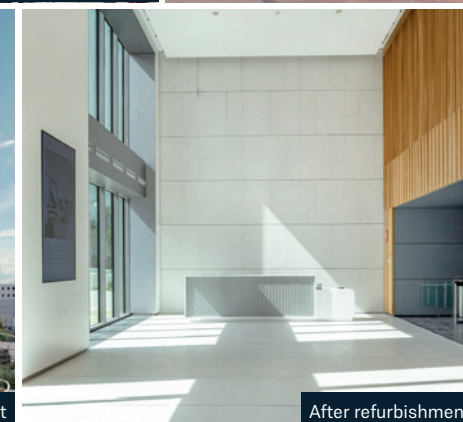
Delivering high-quality space into supply shortage

## Completed Scheme

- > Improved design
- > New curtain-wall façade on three elevations and an atrium opened in the middle of the floorplate, significantly enhancing natural light.
- > New lobby and renewed common areas providing a welcoming feel
- > Substantial landscaped grounds and outdoor terraces (11% of GLA) have been given special attention.
- > LEED Gold, WELL Platinum, WELL Health & Safety certifications and EPC 'A' rating awarded
- > 100% of the existing structure and a high % of installations retained, resulting in CO<sub>2</sub> savings that equate to planting 9,000 trees
- > 85% of demolition/construction waste recycled

### CADENZA

Location	Madrid Campo de las Naciones
GLA	14,565 sqm
Parking spaces	215
Quality	Class A
Sustainability	LEED Gold, WELL Platinum, WELL H&S, EPC 'A'
Estimated exit yield	6-7%





# Redevelopment pipeline

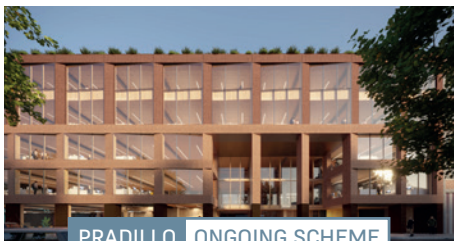
Exciting redevelopment projects in progress and new to come medium term

## Redevelopment & Asset Management Plan

	2019	2020	2021	2022	2023	2024	2025	
M. Molina	■	■	■	■	■	●●●		✓ LEASED & SOLD
Habana	■	■	■	■	■	●●●		✓ COMPLETED 100% leased
Botanic	■	■	■	■	■	●●●		✓ COMPLETED 100% leased
Guadalix <sup>1</sup>			■	■	■	●●●		✓ COMPLETED 100% yield
Cadenza		■	■	■	■	■	■	✓ COMPLETED in commercialization
Dune			■	■	■	■	■	
Pradillo				■	■	■	■	
Torrelaguna						●●●		Medium-term refurbishment project
New Asset <sup>2</sup>						●●●		Medium-term refurbishment project

- Project Analysis
- Refurbishment Works
- Leasing Period
- Leased/Yielding

Redevelopment pipeline expected yield on cost **≈7%**



← c.€50m ESTIMATED PENDING CAPEX<sup>3</sup> →

(1) Refers to the energy efficiency measures only; the asset has been leased since acquisition; (2) New office asset secured through a promise to purchase agreement; price agreed; acquisition expected to be completed in 2025; (3) Includes estimated pending capex to complete refurbishments of Dune and Pradillo



# Growth Potential

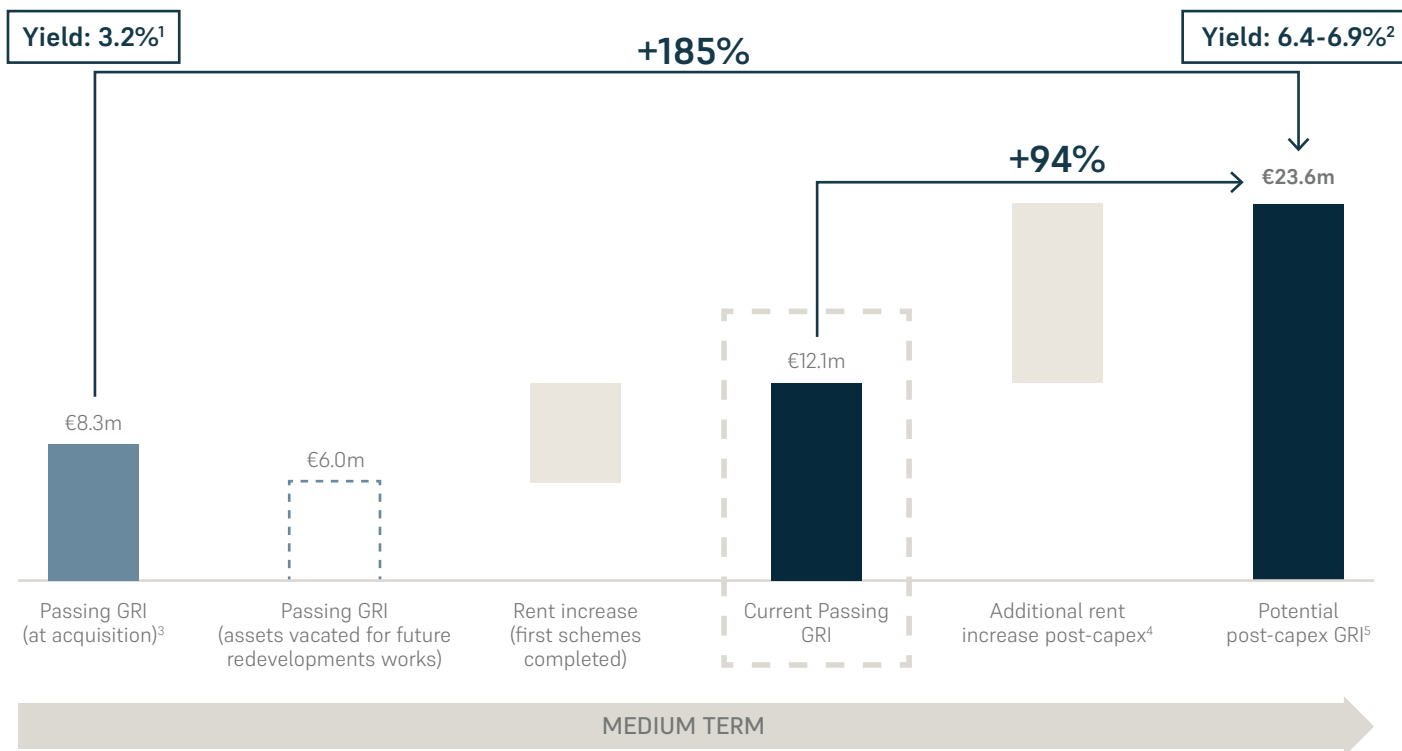




# Strategy to generate further material value

## Rental income projections for current portfolio

### Current portfolio - gross rental income expected evolution (at current market rents)



- > Substantial upside potential remains even when applying a conservative, in-house view of rental levels: rental projections based on the 15-year average in the relevant sub-markets, adjusted for quality
- > Evidence so far (rentals signed) supportive of our projections

**YIELD ON COST**  
**6.4-6.9%**  
 vs 4.5% Madrid prime office yield<sup>6</sup>

(1) Passing gross yield defined as passing gross rents over total portfolio acquisition price; (2) Yield on cost defined as post-capex GRI divided by total investment (including expected capex); (3) Annualized gross rents; (4) Expected increase in rents from reversionary potential and additional capex investments; (5) Expected gross rental income after realizing reversionary potential and effects from capital expenditures; (6) Source: CBRE as of Q3 2023

# Portfolio Overview





# Overview of portfolio property locations

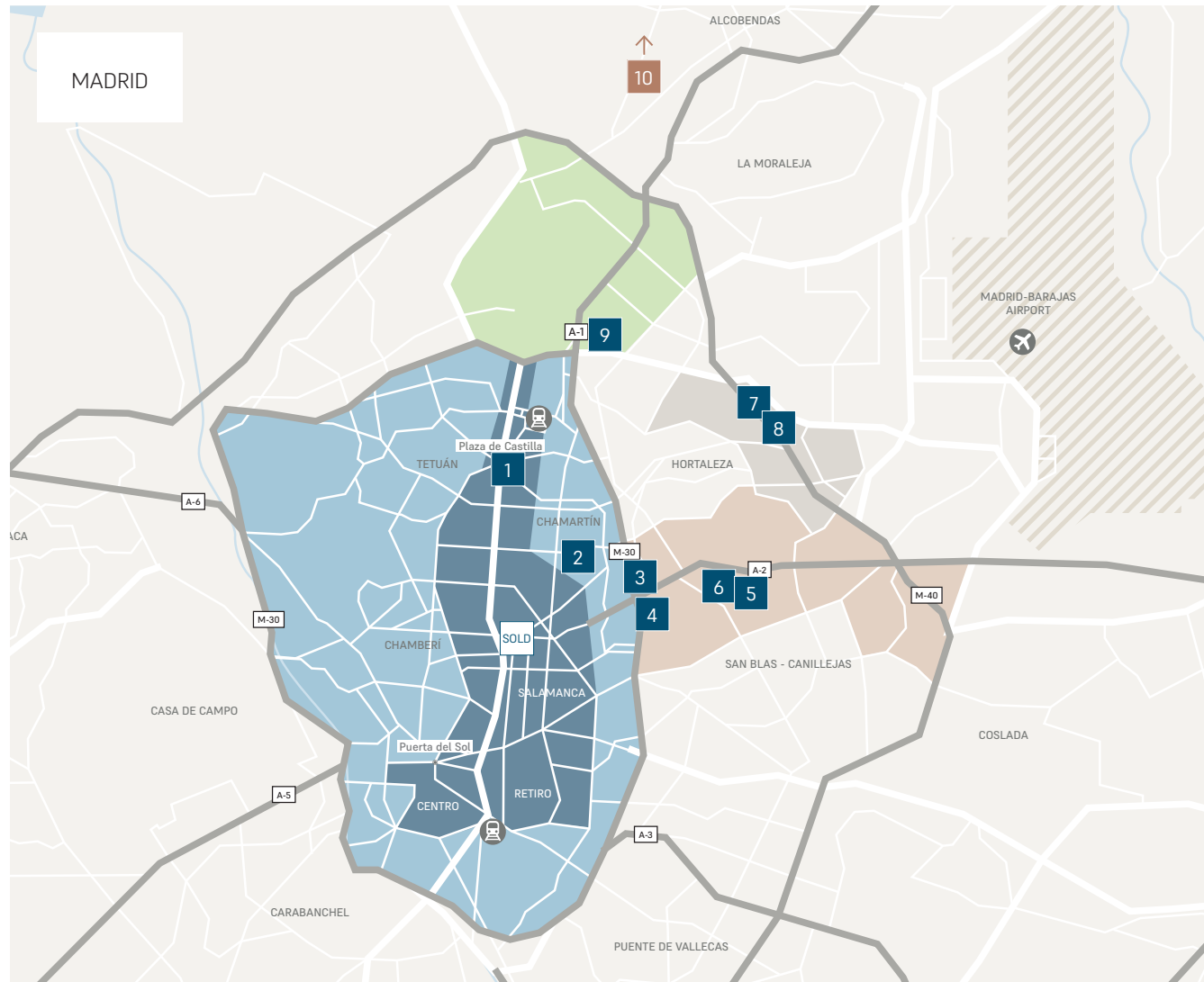
## OFFICES

- |                                   |                       |
|-----------------------------------|-----------------------|
| <b>1</b> Habana                   | Madrid CBD            |
| <b>2</b> Pradillo                 | Inner Madrid          |
| <b>3</b> RMA                      | A2/M30                |
| <b>4</b> Torrelaguna              | Campo de las Naciones |
| <b>5</b> Botanic                  | Las Tablas/Manoteras  |
| <b>6</b> New Asset <sup>(1)</sup> |                       |
| <b>7</b> Cristalia                |                       |
| <b>8</b> Cadenza                  |                       |
| <b>9</b> Dune                     |                       |
| <b>SOLD</b> MM39                  |                       |

## LOGISTICS

- 10** Guadalix

- > Assets located in Madrid's most-established offices areas
- > Focus on creating the best-in-class office space in the property's area of influence



(1) New office asset secured through a promise to purchase agreement; price agreed; acquisition expected to be completed in 2025



# Portfolio in detail



## 1 Habana

Sector	Offices
Acq. Date	Dec'18
Location	■ Madrid CBD
GLA	4,356 sqm
Parking units	65



## 2 Pradillo

Sector	Offices
Acq. Date	Oct'20-Sep'21
Location	■ Inner Madrid
GLA	12,760 sqm
Parking units	283



## 3 RMA

Sector	Offices
Acq. Date	Jun'19
Location	■ Inner Madrid
GLA	7,108 sqm
Parking units	110



## 4 Torrelaguna

Sector	Offices
Acq. Date	Jun'23
Location	■ Inner Madrid
GLA	11,174 sqm
Parking units	303



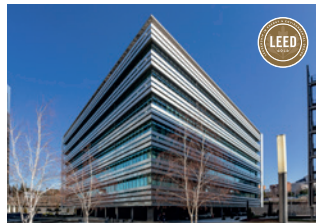
## 5 Botanic

Sector	Offices
Acq. Date	Jan'19
Location	■ Madrid A2 / M30
GLA	9,902 sqm
Parking units	223



## 6 New Asset<sup>1)</sup>

Sector	Offices
Acq. Date	Dec'23
Location	■ Madrid A2 / M30
GLA	11,600 sqm
Parking units	167



## 7 Cristalia

Sector	Offices
Acq. Date	Jan'19
Location	■ Madrid CDN
GLA	10,936 sqm
Parking units	202



## 8 CadENZA

Sector	Offices
Acq. Date	Dec'19
Location	■ Madrid CDN
GLA	14,565 sqm
Parking units	215



## 9 Dune

Sector	Offices
Acq. Date	Jun'20
Location	■ Las Tablas/Manoteras
GLA	12,842 sqm
Parking units	241



## 10 Guadalix

Sector	Logistics
Acq. Date	Apr'19
Location	Madrid (2 <sup>nd</sup> ring)
GLA	25,694 sqm
Loading bays	29



## <sup>SOLD</sup> MM39

Sector	Offices
Acq. Date	Dec'18-Feb'19
Location	■ Madrid CBD
GLA	4,025 sqm
Parking units	24

(1) New office asset secured through a promise to purchase agreement; acquisition expected in 2025

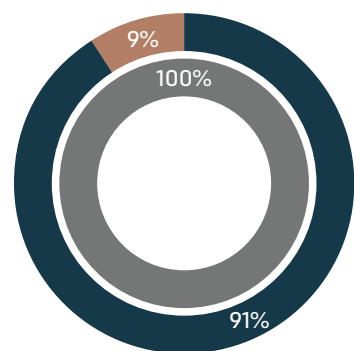




# Portfolio breakdown

Unique proposition with clear focus on Madrid offices built via disciplined and accretive acquisitions

## GAV by sector and location



- Our sectors**
- Offices
  - Logistics
- Our locations**
- Madrid

## Portfolio breakdown

EUR m, unless specified	Assets (#)	GLA (sqm)	Parking (slots) <sup>2</sup>	Acq Price (EURm)	Acq Cost (EURm)	Acq Price (€/sqm) <sup>3</sup>	GAV <sup>4</sup>	Occupancy rate	Annualised GRI <sup>5</sup> (€'000)	Annualised NRI (€'000)	Gross yield <sup>6</sup>	EPRA NIY <sup>7</sup>
<b>INVESTMENT PROPERTIES<sup>1</sup></b>												
<b>Offices</b>	<b>6</b>	<b>58,040</b>	<b>1,118</b>	<b>181</b>	<b>186</b>	<b>2,734</b>	<b>250</b>	<b>72%</b>	<b>9,866</b>	<b>9,029</b>	<b>5.4%</b>	<b>3.6%</b>
Madrid	6	58,040	1,118	181	186	2,734	250	72%	9,866	9,029	5.4%	3.6%
CBD	1	4,356	65	19	19	3,958	45	100%	2,014	1,880	10.9%	4.2%
Inner Madrid (M30)	2	18,282	413	62	64	2,725	63	100%	3,326	3,191	5.3%	5.1%
Greater Madrid	3	35,403	640	100	103	2,587	142	54%	4,526	3,957	4.5%	2.8%
<b>Logistics</b>	<b>1</b>	<b>25,694</b>	<b>-</b>	<b>16</b>	<b>17</b>	<b>638</b>	<b>31</b>	<b>100%</b>	<b>2,270</b>	<b>2,180</b>	<b>13.8%</b>	<b>7.0%</b>
Madrid	1	25,694	-	16	17	638	31	100%	2,270	2,180	13.8%	7.0%
<b>Total investment properties</b>	<b>7</b>	<b>83,734</b>	<b>1,118</b>	<b>198</b>	<b>203</b>	<b>2,089</b>	<b>281</b>	<b>81%</b>	<b>12,137</b>	<b>11,209</b>	<b>6.1%</b>	<b>4.0%</b>
<b>REDEVELOPMENTS</b>												
<b>Offices</b>	<b>2</b>	<b>25,602</b>	<b>524</b>	<b>37</b>	<b>38</b>	<b>1,494</b>	<b>78</b>					
Madrid	2	25,602	524	37	38	1,494	78					
CBD	-	-	-	-	-	-	-					
Inner Madrid (M30)	1	12,760	283	22	22	2,117	50					
Greater Madrid	1	12,842	241	16	16	963	28					
<b>Logistics</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>					
<b>Redevelopments</b>	<b>2</b>	<b>25,602</b>	<b>524</b>	<b>37</b>	<b>38</b>	<b>1,494</b>	<b>78</b>					
<b>Total Portfolio</b>	<b>9</b>	<b>109,336</b>	<b>1,642</b>	<b>235</b>	<b>241</b>	<b>2,135</b>	<b>359</b>					

(1) As per EPRA recommendations, investment properties comprise rented or under commercialisation properties, excluding redevelopments. Current undergoing redevelopments include Dune and Pradillo; numbers exclude MM39 (sold) and the new office asset secured (promise to purchase); numbers include Torrelaguna; (2) Excludes motorcycle slots; (3) Adjusted for parking; (4) Based on the external independent valuation carried out by CBRE Valuation Advisory (RICS). External independent valuations are carried out twice a year, as of 30 June and 31 December; (5) Topped-up passing rental income; (6) Topped-up annualized GRI divided by acquisition price; (7) As per EPRA recommendations, calculated as the annualised rental income based on the cash rents passing at the balance sheet date, divided by the gross market value of the property.



# Sustainability & Corporate Responsibility



# Environmental, social and corporate governance commitment

## ESG Initiatives

### Environmental

- > **Low-carbon repositioning**, with strong focus on re-using materials and long-term circular economy
  - > 100% of circularity and embodied carbon analysis in all completed refurbishment projects
  - > 100% of structure reuse in all completed refurbishment projects
- > **Managing waste** generated in demolition/construction as well as in operations
  - > +85% of demolition and construction waste recycled to date
- > **Reduction in operational energy intensity** across our portfolio
  - > 78% of portfolio rated EPC
  - > 98% of utility data monitored in portfolio
- > **Increase of renewable energy** supply and production for self-consumption in properties
  - > 42% contribution from the recently installed photovoltaic plant in Guadalix to the total energy use in our cold storage warehouse<sup>1</sup>
  - > 100% of the properties common areas powered by electricity backed by Renewable Energy Guarantees of Origin<sup>2</sup>
- > **Electric vehicle charging points** across our portfolio

### Wellness & Social

- > **Responsible landscaping** and air filtration systems across our portfolio for positive impact on the wellbeing of our tenants
- > **Making cycling more accessible**, encouraging active movement
- > **€68,000 donated** in the period to organizations leading the efforts to support some of the more vulnerable members in our communities
- > **Responsible employment**, promoting diversity, inclusion and work-family balance
- > **Community engagement** programmes in 71% of assets in operation
- > **ESG assessment of 83% of suppliers** to generate synergies that have a positive impact on society
- > **100% of Árima employees** with average satisfaction score above 80%

(1) for the full year 2023; the photovoltaic plant started to operate in Guadalix in September 2022; (2) properties under Árima's operational control

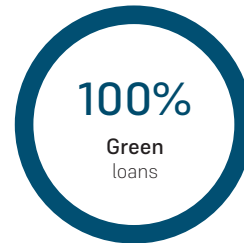


# Environmental, social and corporate governance commitment

## ESG Initiatives

### Recognition

- > **78% of portfolio LEED/BREEAM certified<sup>1</sup>** compared to 19% in 2022
- > **2023 GRESB 4\*** awarded
- > **2023 EPRA sBPR GOLD** awarded
- > The only **RICS-accredited** commercial real estate company in Spain
- > **100%** of portfolio fully financed with green loans





# Appendix





# Financials

## Consolidated Income Statement (IFRS)

IFRS	31/12/2022	31/12/2023
EURth (unless otherwise specified)		
<b>Gross Rental Income (GRI)</b>	<b>6,237</b>	<b>8,636</b>
Non-reimbursable property expenses	(686)	(1,708)
<b>Net Rental Income (NRI)</b>	<b>5,551</b>	<b>6,928</b>
Overheads	(6,103)	(6,589)
<b>Operating Income (EBITDA)</b>	<b>(552)</b>	<b>339</b>
Amortization & Provisions	(76)	(76)
<b>Recurring EBIT</b>	<b>(628)</b>	<b>263</b>
Net financial charges	(1,374)	(2,291)
Tax	--	--
<b>Recurring net profit</b>	<b>(2,002)</b>	<b>(2,028)</b>
Change in fair value of assets	12,992	(26,548)
Other income and expenses	(512)	(3,168)
<b>Reported net profit</b>	<b>10,478</b>	<b>(31,744)</b>
<b>Reported EPS (€ p.s.)</b>	<b>0.39</b>	<b>(0.08)</b>
Average no. of shares outstanding	26,979,085	26,231,394

## EPRA

IFRS	31/12/2022	31/12/2023
EURth (unless otherwise specified)		
EPRA earnings	(2,514)	(5,196)
<b>Adjusted EPRA earnings</b>	<b>(2,002)</b>	<b>(2,028)</b>
EPRA EPS (€ p.s.)	(0.09)	(0.20)
<b>Adjusted EPRA EPS (€ p.s.)</b>	<b>(0.07)</b>	<b>(0.08)</b>
EPRA NTA	328,192	292,146
<b>EPRA NTA (€ p.s.)</b>	<b>12.4</b>	<b>11.3</b>

## Consolidated Balance Sheet (IFRS)

IFRS	31/12/2022	31/12/2023
EURth (unless otherwise specified)		
<b>Assets</b>	<b>464,241</b>	<b>416,049</b>
<b>Non Current Assets</b>	<b>385,978</b>	<b>366,283</b>
Intangible assets	246	224
Property plant & equipment	212	160
Investment property	379,700	361,342 <sup>(1)</sup>
Long-term financial investments	5,820	4,557
<b>Current assets</b>	<b>78,263</b>	<b>49,766</b>
Trade and other receivables	5,327	4,864
Short-term financial investments	21,368	37,826
Cash & cash equivalents	51,568	7,076
<b>Equity</b>	<b>330,955</b>	<b>293,666</b>
Share Capital	284,294	284,294
Share Premium	5,769	5,769
Reserves	44,444	54,802
Treasury shares	(17,072)	(20,712)
Retained earnings	10,478	(32,598)
Other	3,042	2,111
<b>Liabilities</b>	<b>133,286</b>	<b>122,383</b>
<b>Non-current liabilities</b>	<b>120,882</b>	<b>99,737</b>
Financial debt	118,886	98,556
Financial derivatives	0	22
Other	1,996	1,159
<b>Current liabilities</b>	<b>12,404</b>	<b>22,646</b>
Financial debt	1,322	13,808
Trade & other payables	11,082	8,838
Number of shares outstanding, end of period	26,407,127	25,839,011

(1) Includes the advanced payment of €2.1 million made upon signature of the promise to purchase agreement at year-end for the acquisition of an office asset in Madrid



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