

TRADING UPDATE FIRST QUARTER 2019

> EXECUTIVE SUMMARY



> EXECUTIVE SUMMARY DELIVERED AND OUTPERFORMED ON IPO TARGETS

| | IPO TARGETS | CURRENT SITUATION |
|---|--|---|
| 1 | INVESTMENT PERIOD (6 – 9 MONTHS) | → 140% of net proceeds raised in IPO already invested → 6 transactions executed in 5 months |
| 2 | BEST-IN-CLASS TRANSACTION SOURCING | → Disciplined and accretive acquisitions at very competitive prices, 20% below market comparable levels → All transactions in line with the investment strategy |
| 3 | FOCUS ON OFFICES | \rightarrow 87% exposure to office assets, 13% to logistics |
| 4 | FOCUS ON UNIQUE LOCATIONS IN MADRID | \rightarrow 100% exposure to Madrid real estate market \rightarrow Unique locations across CBD and other consolidated business areas |
| 5 | HIGH QUALITY PROPERTIES WITH SIGNIFICANT UPSIDE POTENTIAL | → Exceptional buildings with intensive asset management requirements → On track with value-add strategy, with good progress on the redevelopment plan → Estimated IRR of current portfolio 200bp above the target TSR |

SUCCESSFULLY EXECUTED THE FIRST CAPITAL INCREASE OF 40% OF THE SHARE CAPITAL ONLY 6 MONTHS POST-IPO TO FUND FURTHER GROWTH

Unique listed player focused predominantely on Madrid offices and a clear value-add strategy

> EXECUTIVE SUMMARY Q1 2019 RESULTS AT A GLANCE

CONTINUED INVESTMENT ACTIVITY VIA DISCIPLINED AND ACCRETIVE ACQUISITIONS...

- \rightarrow Continued strategic deployment of firepower (#3 most active player in the Madrid office market)^1
- \rightarrow Acquisitions of assets América and Cristalia completed in January 2019
- \rightarrow Off-market acquisition of the additional 5th and 6th floors of María de Molina, a prominent office building located in Madrid's prime CBD
- → Since period-end, a modern logistics asset acquired in Madrid at a highly competitive price, generating a very attractive yield
- → €140m total investment² in a high-quality and wellbalanced portfolio with strong uplift potential, in line with the investment strategy

...DEMONSTRATING OUR VALUE CREATION CAPABILITIES

- → Ability to buy at attractive €/sqm: average acquisition price c.20% below market comparables
- \rightarrow 6.9% ERV yield post-capex vs 5% market yield
- → Redevelopment plan on track: two schemes in offices (13,627 sqm) currently ongoing

MANAGED OUR CAPITAL STRUCTURE TO FUND FURTHER GROWTH...

- → Capital increase of 40% of the share capital successfully executed and completed on 8 April 2019 to fund further investments
- → Well-balanced shareholding structure with high-quality investors, and management participation reiterating its commitment
- → €30m of debt signed through a bridge loan facility while in advanced negotiations with financial entities for longer-term financing

...GIVEN THE OUTSTANDING PIPELINE OF OPPORTUNITIES AND THE STILL FAVOURABLE MARKET MOMEMTUM

→ €1.4bn of identified assets currently in our pipeline, with €600m in advanced analysis phase and a few under negotiation

SUSTAINABILITY AND RESPONSIBILITY A CORE PART OF OUR BUSINESS

- → Árima the only **RICS-accredited** rental property portfolio company in Spain
- → Launched **sustainability programme** to set portfolio targets: one asset LEED GOLD certified, two assets expected LEED GOLD by 2021, and the two most recent acquisitions already under analysis



Notes: (1) Source: CBRE ranking as per volume acquired from IPO (Oct'18) to date. (2) €121m acquisition price plus acquisition costs and an already designed capex plan of €15m.

> INVESTMENT ACTIVITY



> INVESTMENT ACTIVITY AMÉRICA AND CRISTALIA-ACQUISITIONS CLOSED IN JAN'19



- \rightarrow Acquisition of a **prominent office building** in the well-established Madrid submarket of A2/M-30
- \rightarrow $\mathbf{Excellent}$ visibility from the A2 highway, located next to the new premises of Banco Santander and to Arturo Soria
- → Well-connected building with quick access to the airport with a good number of public transports at walking distance
- \rightarrow Good floor plates and common areas with great potential
- \rightarrow Currently 74% occupied, with leases ending in the short term
- \rightarrow Partial refurbishment project design ongoing to redefine a class A building office
- \rightarrow Strategy includes re-leasing upon completion of refurbishment works





- → Acquisition of a free-standing office building located in the consolidated Cristalia Business Park, in Campo de las Naciones
- \rightarrow Located in a highly sought after $\textbf{business}\ \textbf{park}$ with a $\textbf{strong}\ \textbf{tenant}\ \textbf{roster}$
- \rightarrow Highly efficient building with Leed Gold certification and column-free floor plates of 1,400sqm
- \rightarrow Currently **partially occupied** (67%), with the remainder showing strong traction amongst **high quality tenants**
- → Attractive reversionary potential through re-gearing existing leases and leasing-up current vacant space



re-leasing

Aegon

Ρ

PARKING UNITS

202

曲

2019

> INVESTMENT ACTIVITY MARÍA DE MOLINA - ACQUISITION OF ADDITIONAL FLOORS

0 LOCATION Madrid CBD

ACQ. DATE February

STRATEGY Single ownership 1,767 sqm

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GLA

Ρ PARKING UNITS 16

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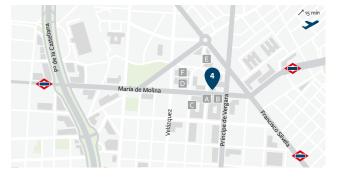
TENANTS



ACOUISITION RATIONALE

- \rightarrow **Acquisition** of 5th and 6th floors of a prominent office building located **in Madrid's prime CBD** (9th and 10th floors already acquired in Dec'18)
- \rightarrow Located on one of **Madrid's prime arteries**, benefitting from excellent access and communications
- \rightarrow Prominent office building with strong signage potential and spacious floor plates above 1,000sqm
- → Value creation strategy includes **consolidation of single** ownership, negotiations underway
- \rightarrow Floor-by-floor refurbishment and eventually renovation of façade
- → Future **leasing strategy** focused on **multi-tenant approach**

LOCAL MAP



- A Farmaindustria **B** Renovalia C A.E. de Admón. Tributaria
- D SEPI E Navantia **F** CNMV

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ACQ. DATE

April

2019¹

> INVESTMENT ACTIVITY GUADALIX, MADRID – HIGH YIELDING LOGISTICS ASSET

 \odot LOCATION Madrid 2nd ring

STRATEGY Re-gearing

2 GLA 25,694 sqm

LOADING BAYS **TENANTS** 29

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Eroski



ACOUISITION RATIONALE

- → **Prime logistics** warehouse acquired at a **very attractive entry point**
- → **High yielding** cold storage facility with a **long term lease**
- ightarrow Located in San Agustín de Guadalix, in a consolidated industrial estate 30 km north of Madrid (2nd ring), benefitting from **excellent access and** communications to the north of Spain and France
- ightarrow The platform was built to comply with the highest standards and is in excellent condition
- \rightarrow Value creation strategy includes longer term restructuring of the unit's occupation to improve liquidity and mortgageability
- \rightarrow **Increased demand** for this type of specialist facility from institutional investors

LOCAL MAP



> INVESTMENT ACTIVITY MARKET MOMENTUM REMAINS FAVOURABLE SPANISH OFFICE MARKET CONTINUED RECORDING VERY POSITIVE RESULTS IN 01 2019

SPANISH ECONOMIC GROWTH CONTINUES TO OUTPERFORM GLOBAL DEVELOPED ECONOMIES

1

→ Spanish GDP growth forecast at 2.2% in 2019 vs Euro Area at 1.3% and North America at 2.1%

→ Madrid the engine of the Spanish macro outperformance, with the economy expected to grow at 2.8% in 2019 and to add around 100,000 new jobs in the next two years

INVESTOR INTEREST IN SPANISH OFFICES REMAINS SOLID

→ Investment volumes buoyed in Q1 with some €900m reported, and prime yields below 4% in both Madrid and Barcelona

DEMAND EXTENDS THE

2

- GOOD PERFORMANCE...
- → Strong take up, with 290,000 sqm signed in Madrid and Barcelona, a 55% increase on Q4 2018
- → Significant pre-lets, unusual in these markets, showing the lack of high quality existing space in the market
- → Overall vacancy rates at the lowest levels since 2010 (Madrid) and 2008 (Barcelona)

... AND FAR EXCEEDS GRADE A OFFICE SUPPLY

- → Grade A space vacancy rates perilously low (below 2%) across all Madrid sub-markets
- → Limited pipeline with an estimated 130,000sqm in Madrid over the next two years, representing only 40% of the current active demand
- → Pressure on increasingly dwindling, available, high quality space continues to push rents up

STRONG UPSIDE IN OFFICE RENTS ON ABSOLUTE AND RELATIVE BASIS

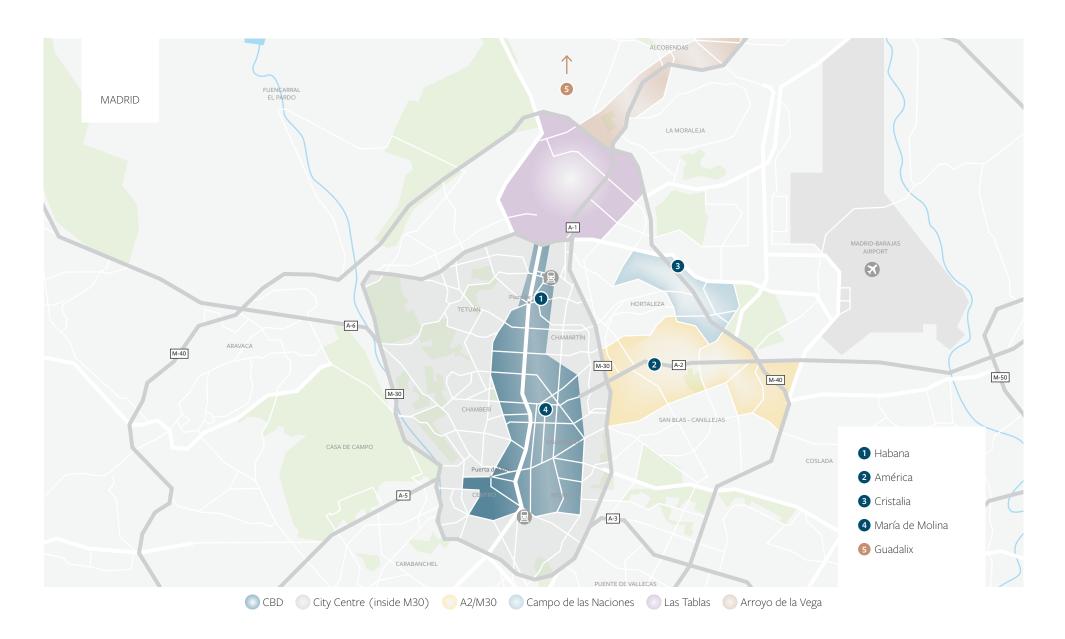
5

- → Rent levels still below historic peaks, with Madrid considered to be mid-cycle, and rental growth forecasts positioning it as one of the top performers across Europe
- ightarrow Rents also improving in submarkets outside CBD

> PORTFOLIO OVERVIEW



> PORTFOLIO OVERVIEW ASSET MAP



> PORTFOLIO OVERVIEW PORTFOLIO AT A GLANCE

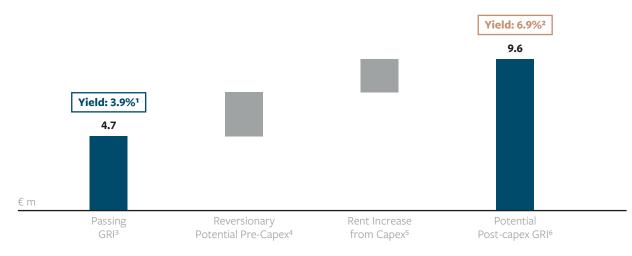
UNIQUE PROPOSITION WITH CLEAR FOCUS ON MADRID OFFICES BUILT VIA DISCLIPLINED AND ACCRETIVE ACQUISITIONS



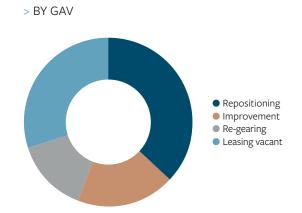
Notes: (1) Based on the external independent valuation carried out by CBRE and Savills at 31 January 2019, and the net acquisition price for the assets acquired in H1 2019 not included in the January valuation.

> PORTFOLIO OVERVIEW **PORTFOLIO UPSIDE POTENTIAL** BUILDING A HIGH QUALITY PORTFOLIO WITH A STRONG VALUE CREATION ANGLE

> CURRENT PORTFOLIO – GROSS RENTAL INCOME EXPECTED EVOLUTION (AT CURRENT MARKET RENTS)



FOLLOWING DIFFERENT VALUE CREATION STRATEGIES



Notes: (1) Passing gross yield defined as passing gross rents over acquisition price. (2) Yield on cost defined as post-capex GRI divided by total investment (acquisition cost plus expected capex). (3) Annualized gross rents. (4) Includes mark-to-market of existing rents and leasing vacant space. (5) Expected increase in rents from capex investments. (6) Expected gross rental income after realizing reversionary potential and effects from capital expenditures.

> PORTFOLIO OVERVIEW PORTFOLIO BREAKDOWN

> INVESTMENT PROPERTIES¹

| EUR m. unless specified | Assets (#) | GLA (sqm) | Parking (slots)² | Acq Price (EURm) | Acq Cost (EURm) | Acq Price (€/sqm)³ | GAV⁴ (EURm) | Occupancy rate | Annualised GRI⁵ (€′000) | Annualised NRI (€′000) | Gross yield ⁶ | EPRA NIY ⁷ |
|----------------------------|---------------|--------------|---------------------|---------------------|--------------------|-----------------------|----------------|-------------------|----------------------------|---------------------------|--------------------------|-----------------------|
| Offices | 4 | 28,677 | 461 | 105 | 108 | 3,381 | 113 | 67 % | 3,176 | 2,641 | 3.0% | 2.3% |
| Madrid | 4 | 28,677 | 461 | 105 | 108 | 3,381 | 113 | 67% | 3,176 | 2,641 | 3.0% | 2.3% |
| CBD | 2 | 8,358 | 66 | 42 | 43 | 4,8 | 45 | 58% | 648 | 492 | 1.5% | 1.1% |
| BD | 2 | 20,319 | 395 | 63 | 65 | 2,797 | 68 | 70% | 2,528 | 2,149 | 4.0% | 3.1% |
| Logistics | 1 | 25,694 | 0 | 16 | 17 | 638 | 16 | 100% | 1,542 | 1,487 | 9.4% | 8.9% |
| Madrid | 1 | 25,694 | 0 | 16 | 17 | 638 | 16 | 100% | 1,542 | 1,487 | 9.4% | 8.9% |
| Total Portfolio | 5 | 54,371 | 461 | 121 | 125 | 2,085 | 130 | 82% | 4,718 | 4,128 | 3.9 % | 3.1% |

 \rightarrow Árima's portfolio YTD comprises 5 properties with a total GLA of 54,371 sqm

- \rightarrow Total volume invested (acquisition price) stands at EUR 121 million, with a gross asset value (GAV) of EUR 130 million⁴
- \rightarrow In line with the company's strategy set out in the IPO, the portfolio breakdown stands at 87% offices in Madrid and 13% logistics platforms

Notes: (1) As per EPRA recommendations, investment properties comprise rented or under commercialisation properties, excluding redevelopments. Planned portfolio redevelopments still considered investment properties during the project definition phase. (2) Includes underground parking slots only; other types such as overground slots or moto slots are not included in this figure. (3) Adjusted for parking. (4) Based on the external independent valuation carried out by CBRE and Savills at 31 January 2019, and the net acquisition price for the assets acquired in H1 2019 not included in the January valuation. (5) Topped-up passing rental income. (6) Based on topped-up annualized GRI divided by GAV (7) As per EPRA recommendations, annualised net rental income divided by the market value of the property.

> PROPERTY MANAGEMENT

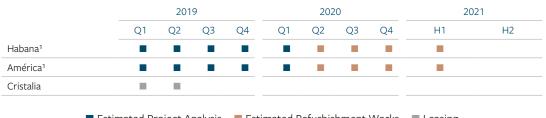


> PROPERTY MANAGEMENT ACTIVE ASSET MANAGEMENT PLAN

ASSET MANAGEMENT TO CAPTURE GRADE A DEMAND, RENTAL UPSIDE AND IMPROVE TENANT EXPERIENCE

- \rightarrow Redevelopment and asset management plan progressing on track
- \rightarrow Assets follow different value-add strategies
- → Combination of different strategies leading to a **balanced** portfolio with significant upside
 - → Refurbishment and redevelopment to improve asset quality and capture additional rent upside in its area of influence
 - \rightarrow Leasing vacant, re-gearing and maximising occupancy
- \rightarrow Innovation & technology: focus on efficiency and services

> REDEVELOPMENT & ASSET MANAGEMENT PLAN





> VALUE CREATION STRATEGY



Notes: (1) Current lease agreements in place. Refurbishment works expected to commence upon maturity of lease contracts. Ongoing conversations with existing tenant to shorten lease-terms to accelerate current works planning. (2) Yield on cost defined as post-capex GRI divided by total investment (acquisition cost plus expected capex)

> PROPERTY MANAGEMENT **ONGOING REDEVELOPMENT PROJECTS** ACTIVE PROPERTY MANAGEMENT TO CAPTURE GRADE A DEMAND, RENTAL UPSIDE AND IMPROVE TENANT EXPERIENCE



Name: Habana Acq. Date: Dec'18 Location: Madrid CBD GLA: 4,367 sqm Strategy: Full Refurbishment Target Quality: Class A & LEED Gold (expected H1 2021)

- \rightarrow Main aspects of the redevelopment project defined and reviewed by the Local Administration (ECU)
- \rightarrow License Project (Proyecto Basico) being drafted and expected to be finalized in July. License expected to be awarded by year-end
- \rightarrow Ongoing conversations with existing tenant to shorten lease terms to accelerate works planning

7.0% ESTIMATED POST-CAPEX YOC¹



Name: América Acq. Date: Jan'19 Location: Madrid A2/M30 GLA: 9,391 sqm Strategy: Partial Refurbishment Target Quality: Class A & LEED Gold (expected H1 2021)

- \rightarrow Main aspects of the redevelopment project defined and reviewed by the Local Administration (ECU)
- \rightarrow License Project (Proyecto Basico) being drafted and expected to be finalized in July. License expected to be awarded by year-end
- \rightarrow Ongoing conversations with existing tenant to accommodate terms

7.4% ESTIMATED POST-CAPEX YOC¹

Notes: (1) Yield on cost defined as post-capex GRI divided by total investment (acquisition cost plus expected capex).

> CAPITAL STRUCTURE

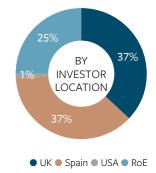


> CAPITAL STRUCTURE

ÁRIMA SUCCESSFULLY EXECUTED THE FIRST CAPITAL INCREASE ONLY 6 MONTHS AFTER THE IPO TO FUND FURTHER GROWTH

| TRANSACTION | → Accelerated Bookbuilding Offering ("ABO") with no underwriting and no pre-emptive rights → Private placement to institutional and qualified investors |
|---------------------------|--|
| OFFERING PRICE | → €10 per new share, in line with the company's last reported EPRA NAV p.s.¹ and the IPO price, and representing a 5.3% premium on the last closing price prior to the transaction announcement² → Positive aftermarket: share price converging to the offering price and outperforming the market throughout the process³ |
| SIZE & USE OF PROCEEDS | → 4,000,000 shares (40% of share capital before the transaction) → Gross proceeds of €40 million, expected to be used to complete new investments in the near future, thanks to an existing pipeline of projects currently in advanced stage of analysis |
| INVESTOR DEMAND | → High-quality and broad investor base, resulting in a well-balanced shareholding structure across profile and regions → Strong shareholder support, despite the context of current market volatility, reflecting confidence on the senior management's ability to continue delivering on the strategic plan |
| MANAGEMENT | → Management team participation showing again strong commitment and alignment of interests in this new project → Team remains as top shareholder |

> SHAREHOLDING STRUCTURE⁴





LO
RE Specialist
HF
Managemet Team
PWM

GOOD PROGRESS ON THE FINANCING TO ENHANCE THE CAPITAL STRUCTURE

- →€30m temporary bridge facility secured in January 2019
 - \rightarrow Effective cost of 0.58%
- \rightarrow In advanced negotiations with relationship banks to sign long-term financing at very attractive conditions
- \rightarrow Gross LTV of 27%, and 11% on a net basis

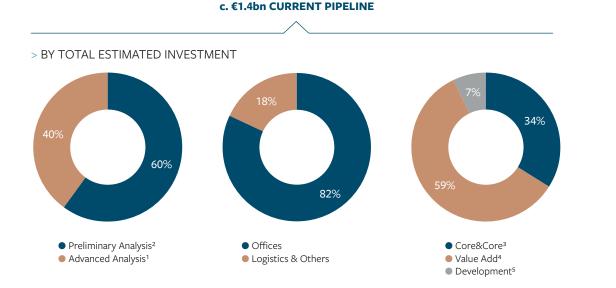
Notes: (1) €10.13 p.s., as of 18/02/2019 (2018 Earnings release). (2) As of 19/02/2019, prior to the announcement of the transaction (AGM call). (3) EPRA Developed Europe, Ibex 35 and Ibex Small Cap indexes. (4) Estimated (not confirmed) as of the capital raise closing.

> PIPELINE



> PIPELINE

HIGH-QUALITY PIPELINE IN LINE WITH VALUE CREATION STRATEGY



- → Current **pipeline** mainly comprised of **Madrid offices**
- → c.€600m in advanced analysis and c.€800m in preliminary analysis phase
- \rightarrow Average annual "hit ratio" of total pipeline execution at Axiare was c.1/3
- \rightarrow Pipeline IRR^6 in the range of 11% to 18%
- \rightarrow Pipeline YoC7 in the range of 6% to 8%

Source: Company Information.

Note: (1) Sufficient information has been received, analysed and considered adequate to perform an advanced analysis of the property. (2) Information regarding the property received but such information is either incomplete or has not yet been analysed in full. (3) Core: stabilized assets; Core+: assets in which minor refurbishments or changes in tenancy are expected. (4) Value Add: assets where ongoing/planned repositioning/full refurbishment programs and/or significant capex investment are expected. (5) Development: potential properties to be built in an urbanized plot of land or properties where more than 50% of the existing building is demolished or removed and must be redeveloped. (6) IRR: "Internal Rate of Return". (7) YoC: "Yield on Cost".

> FINANCIAL RESULTS



> FINANCIAL RESULTS

HIGH-QUALITY PIPELINE IN LINE WITH VALUE CREATION STRATEGY

> KEY BALANCE SHEET ITEMS

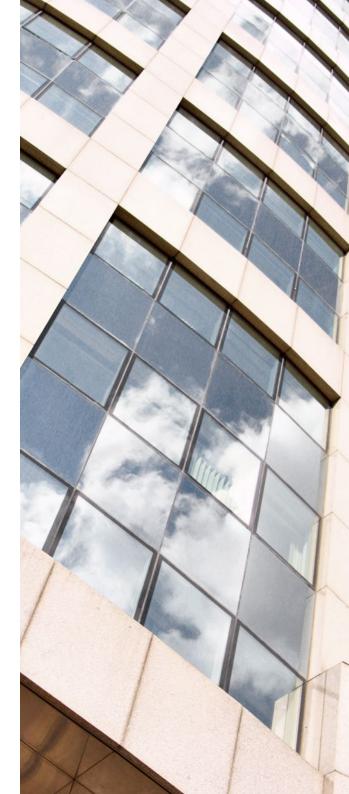
| €'000 unless specified | 31/03/2019 |
|--------------------------------------|------------|
| Gross Asset Value (GAV) ¹ | 113,106 |
| Gross Debt ² | 29,988 |
| Cash & Equivalents | 17,057 |
| Net Debt | 12,931 |
| Gross LTV | 26.5% |
| Net LTV | 11.4% |

> KEY INCOME STATEMENT METRICS

| €'000 unless specified | 31/03/2019 |
|---------------------------|------------|
| Gross Rental Income (GRI) | 571 |
| Net Rental Income (NRI) | 546 |
| Operating Income (EBITDA) | (189) |
| EBIT | 3,746 |
| Net profit | 3,655 |
| EPS (€ p.s.) | 0.37 |

- → Metrics as of 31st March 2019 includes €30m bridge financing signed in January. The capital raise was completed on the 8th April 2019, therefore post quarter-end
- → Portfolio assets Cristalia, América and additional M. Molina not contributing in full to Arima's Q1 2019 P&L, as they were acquired during the quarter. Thus, Arima's Q1 2019 P&L does not reflect the real operating income of the company's current portfolio of assets
- ightarrow Expected revaluation of the assets through smart capex and active property management
- \rightarrow Occupancy of the portfolio still under optimization

Note: (1) Based on the external independent valuation carried out by CBRE and Savills at 31 January 2019, and the net acquisition price for the assets acquired in Q1 2019 not included in the January valuation (excluding Guadalix, which was acquired in April 2019). (2) Includes the bridge loan facility of €30m signed in January 2019.



> SUSTAIBANILITY & CORPORATE RESPONSIBILITY



> SUSTAIBANILITY & CORPORATE RESPONSIBILITY

SUSTAINABILITY

- \rightarrow Árima is committed to designing and managing our buildings in the most sustainable means possible
- \rightarrow By the same token, our tenants are increasingly focused on a sustainable and healthy working environment for their employees
- \rightarrow Our goal is to satisfy these requirements while also playing our own part in the struggle against climate change
- \rightarrow We aim at achieving sustainability certification for the portfolio where practicably possible

> ROADMAP TO PORTFOLIO LEED/BREEAM CERTIFICATION

| Asset | CertificacionType | Status | Expected Certification Date |
|------------------------|-------------------|----------------|-----------------------------|
| Habana | LEED Core & Shell | LEED GOLD | H1 2021 |
| M. Molina ¹ | LEED | Under Analysis | Under Analysis |
| Cristalia | LEED Core & Shell | LEED GOLD | Certified |
| América | LEED Core & Shell | LEED GOLD | H1 2021 |
| Guadalix ² | LEED/BREEAM | Under Analysis | UnderAnalysis |

CORPORATE RESPONSIBILITY

- \rightarrow The only rental property portfolio company in Spain accredited by the Royal Institution of Chartered Surveyors (RICS), the world's leading body for professional and ethical standards in the real estate and construction sector
- → With over 70% of Árima's management team RICS-accredited, the team has demonstrated the steadfast commitment to excellence, transparency and professional integrity towards the market and our main stakeholders, incorporating the international RICS regulatory framework and corporate code of conduct into the management model





> APPENDIX



> APPENDIX Q1 2019 FINANCIALS

> CONSOLIDATED INCOME STATEMENT (IFRS)

| 31/03/2019 |
|------------|
| 571 |
| (25) |
| 546 |
| (735) |
| (189) |
| (2) |
| 3,887 |
| 50 |
| 3,746 |
| (91) |
| - |
| 3,655 |
| 0.37 |
| 9,945,513 |
| |

> CONSOLIDATED BALANCE SHEET

| € 000 (unless otherwise specified) | 31/03/2019 |
|------------------------------------|------------|
| Non Current Assets | 114,15 |
| Property plant & equipment | 69 |
| Investment property | 113,580 |
| Long-term financial investments | 501 |
| Current assets | 19,799 |
| Trade and other receivables | 2,524 |
| Prepayments and accrued income | 218 |
| | |
| Cash & cash equivalents | 17,057 |

| Equity | 100,777 |
|-------------------------|---------|
| Share Capital | 100,063 |
| Reserves | (2,426) |
| Treasury shares | (515) |
| Retained earnings | 3,655 |
| Liabilities | 33,172 |
| Non-current liabilities | 550 |
| Current liabilities | 32,622 |
| Financial debt | 29,988 |
| | |

Number of shares outstanding, end of period 9,951,309

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