



1Q21 RESULTS PRESENTATION

May 2021

IBEX MID CAP®



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1Q21 RESULTS: KEY HIGHLIGHTS

BOREAL HOMES | Delivery 4Q20



1Q21 RESULTS: KEY HIGHLIGHTS

A RECORD QUARTER FOR NEINOR HOMES

Land Acquisitions

- **Doubled land bank size** with **c10,000 units¹ acquired YTD** and **c€600mn invested¹** in a buyers' market
- **Attractive mix** between **opportunistic** and **cherry-picked** deals with **60% exposure to Madrid²** and **Barcelona**

Operational Activity

- **Record Pre-sales in 1Q21** (710 units³; +30% YoY) and **strong orderbook** (3,891; €1.08bn³)
- **+19% avg. release spread** on rental portfolio with a gross take-up equivalent to 10% of total GLA

Financial Results

- **Double financial results** on deliveries growth
- **1st dividend payment: €37mn** (DPS: €0.5/sh; Yield⁴: c5%)
- **ESG Leadership: Top 4%** in Global Real Estate⁵ and **€300mn Green Bond** issuance

PROVEN CAPACITY TO READ THE LAND MARKET

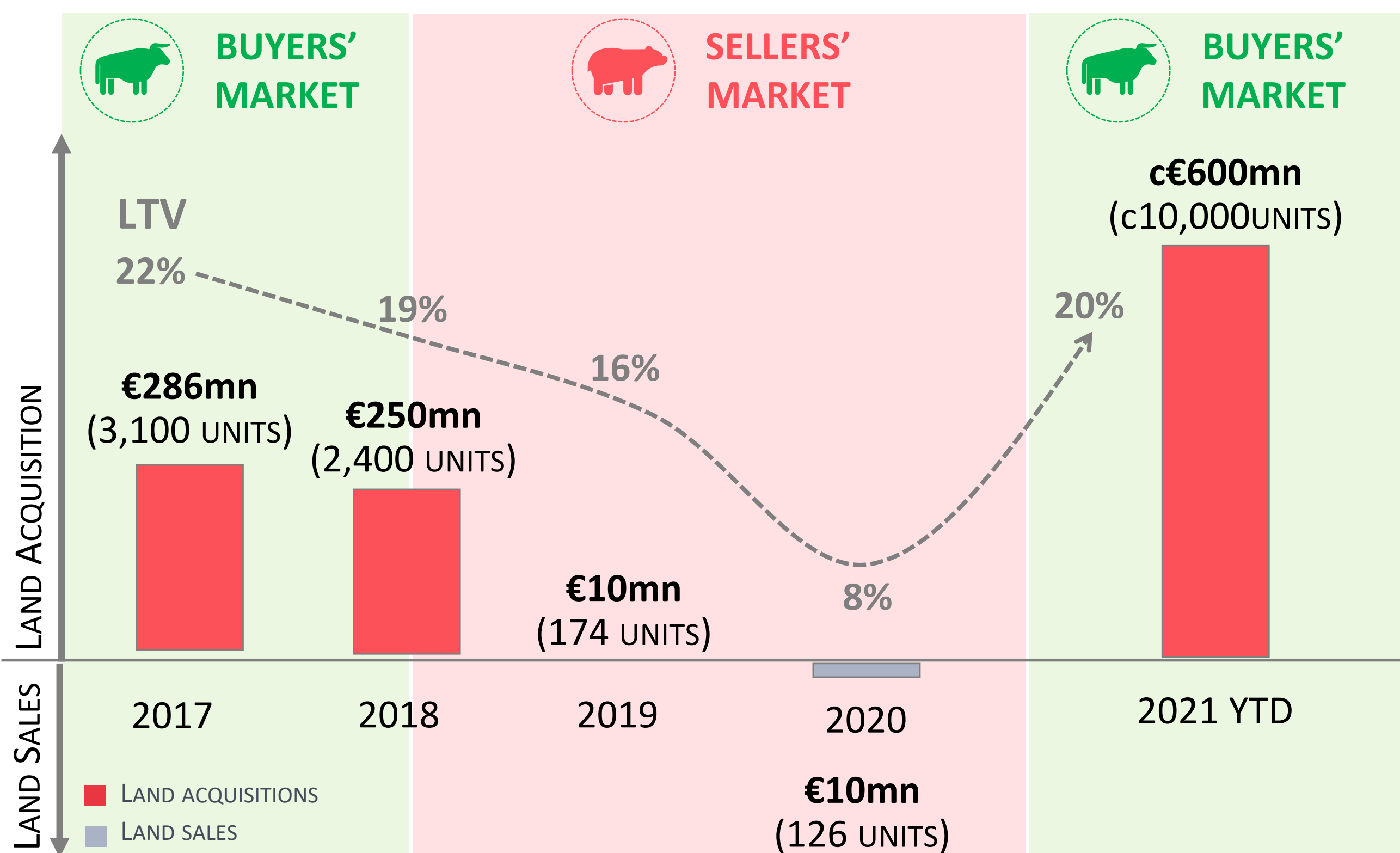
AND HIGHLY DISCIPLINED INVESTMENT STRATEGY THROUGHOUT THE LAST CYCLE

1. Includes c1,000 units in closing and pending the final notarization. 2. Madrid exposure includes Corredor del Henares and Guadalajara. 3. Pro-forma gross sales and orderbook. 4. Dividend yield calculated with share price as of payment date. 5. According to Sustainalytics

1Q21 RESULTS: KEY HIGHLIGHTS

A RECORD QUARTER FOR NEINOR HOMES

HIGHLY DISCIPLINED INVESTMENT STRATEGY THROUGHOUT THE LAST CYCLE



CHERRY-PICKED LAND ACQUISITIONS



OPPORTUNISTIC LAND ACQUISITIONS



1. Includes c1,000 units in closing and pending the final notarization. 2. Total investment committed includes urbanization capex estimates.

1Q21 RESULTS: KEY HIGHLIGHTS

A RECORD QUARTER FOR NEINOR HOMES

CHERRY-PICKED LAND ACQUISITIONS OVERVIEW

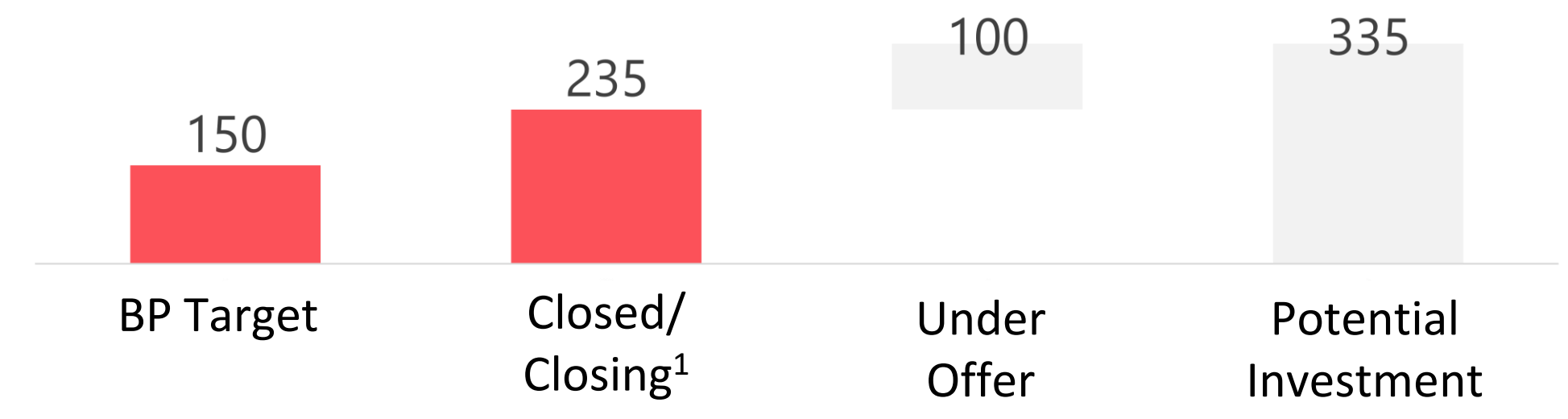
FULLY PERMITTED	<ul style="list-style-type: none"> 8 land plots cherry picked with c800 housing units Attractive cost targeting a c20% net margin
STRATEGIC	<ul style="list-style-type: none"> Strategic land plots with c1,700 units in highly consolidated locations of Madrid and Barcelona. Attractive cost and deferred payment structures and c25% net margin

OPPORTUNISTIC ACQUISITIONS – QUABIT MERGER BY ABSORPTION

TRANSACTION RATIONALE	<ul style="list-style-type: none"> +7,000 units - 88% located in Madrid, Malaga and Valencia Conservative underwriting: +€200mn contribution profit over 5Y and +3x equity multiple, implying high double-digit IRRs
MERGER UPDATE	<ul style="list-style-type: none"> Merger expected to be notarized next week after receiving green light from anti-trust and tax authorities. Quabit expected to be delisted and absorbed into Neinor by early June

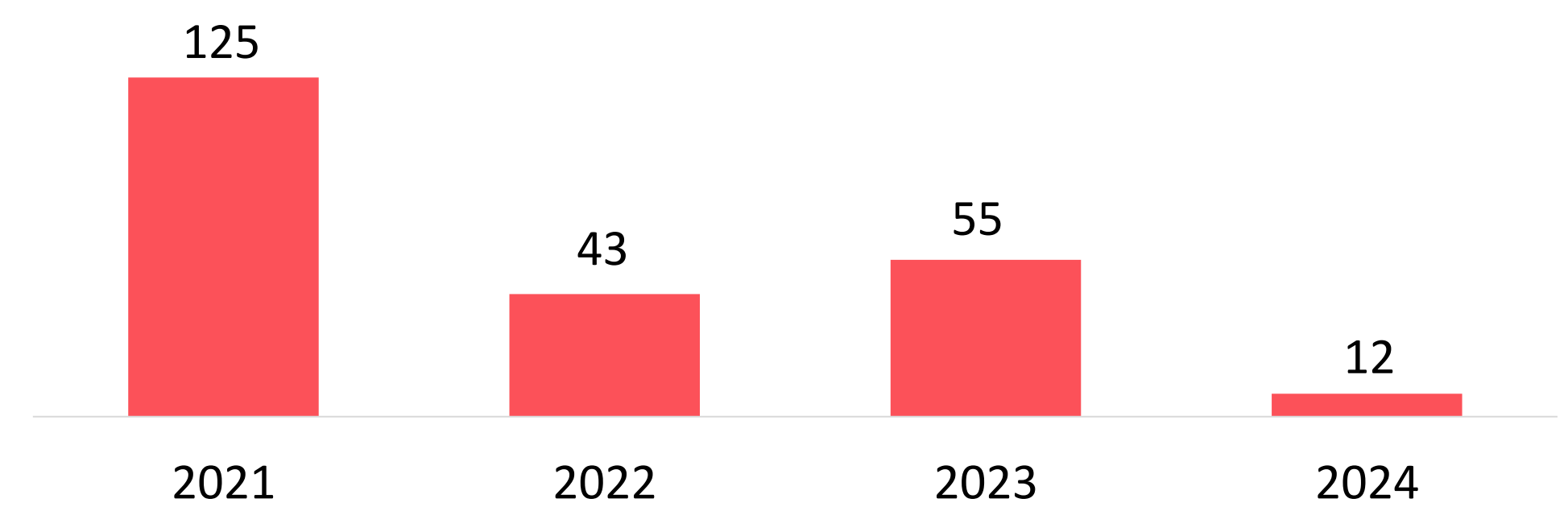
2021 LAND ACQUISITION TARGET

- Already committed to €235mn in land investment with further €100mn under offer



LAND ACQUISITION PAYMENT SCHEDULE

- Of the land investment committed YTD only c50% is payable in 2021



1. Includes c1,000 units in closing and pending the final notarization.


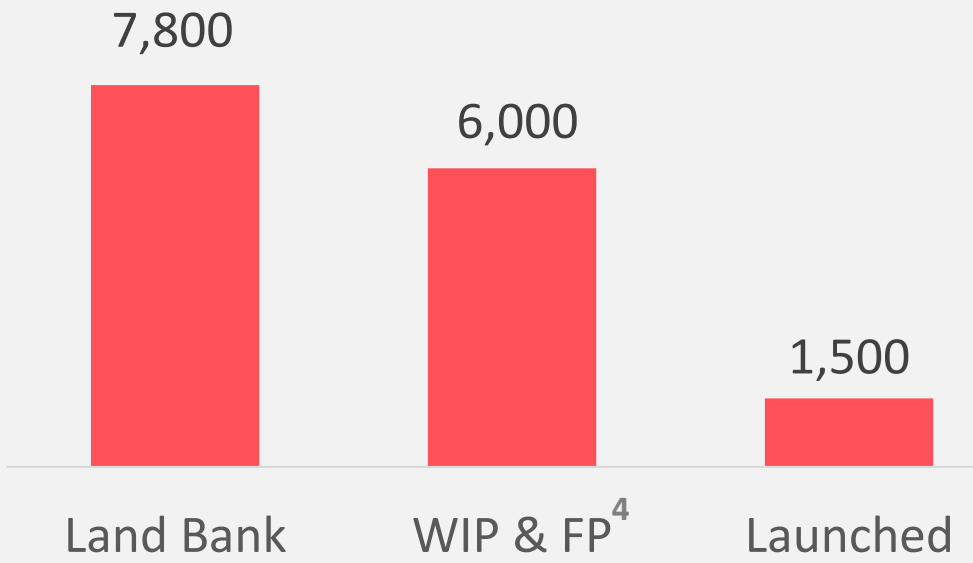

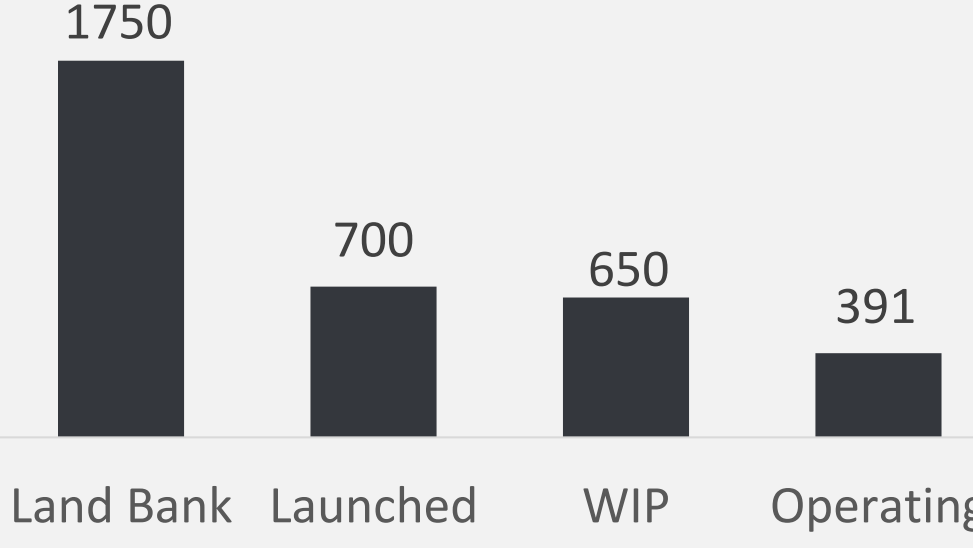

02

OPERATIONAL AND FINANCIAL REVIEW



OPERATIONAL AND FINANCIAL REVIEW

OPERATIONAL SNAPSHOT¹


 <p>DEVELOPMENT ACTIVITY</p>		<p>#15,300 LAND BANK</p> <p>#10,000 LAND ACQUISITIONS³</p>	<p>#3,891 (€1.08bn) ORDERBOOK</p> <p>277€/unit IMPLICIT ASP</p>	<p>#345 DELIVERIES</p> <p>#710 GROSS PRE-SALES²</p>
 <p>RENTAL PLATFORM</p>		<p>#3,500 LAND BANK</p> <p>1 YEAR WAULT</p>	<p>70% OCCUPANCY</p> <p>96% RENT COLLECTION</p>	<p>+19% RELEASE SPREAD</p> <p>3,300sqm GROSS TAKE-UP</p>
 <p>RESIDENTIAL SERVICES</p>	<p>KUTXABANK €1.28bn ASSETS UNDER MANAGEMENT</p>	<p>RENTA GARANTIZADA #2,500 UNITS UNDER MANAGEMENT</p>	<p>3RD-PARTY DEVELOPMENT #1,100 UNITS UNDER MANAGEMENT</p>	

1. Operational figures reported are pro-forma. 2. Net Pre-sales stood at 593 units. 3. Includes c1,000 units in closing and pending the final notarization. 4. Includes c600 units that are expected to start construction during 2Q21.

OPERATIONAL AND FINANCIAL REVIEW

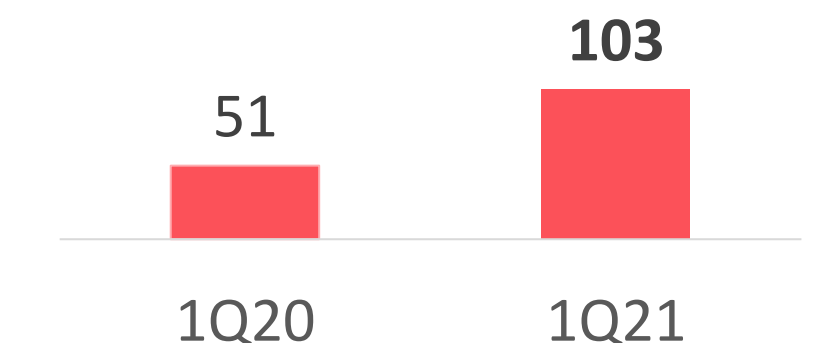
FINANCIAL SNAPSHOT¹

MAIN FINANCIAL KPI'S

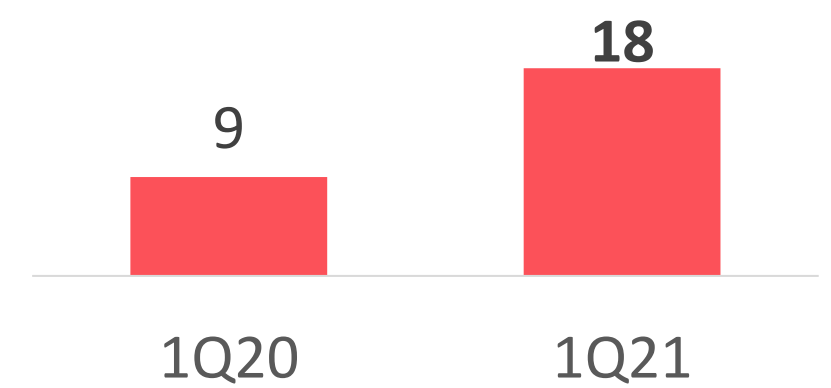
 CONSOLIDATED P&L	#246 DELIVERIES	€95mn DEVELOPMENT ACTIVITY REVENUES	18% ADJ. EBITDA MARGIN
 BALANCE SHEET	€1.2bn INVENTORIES	€271mn ADJ. NET DEBT	€191mn CASH & EQUIVALENTS ²
 CASH FLOW	-€74mn WORKING CAPITAL VARIATION	€89mn CONSTRUCTION CAPEX	€37mn DIVIDEND PAYMENT

YOY CHANGE

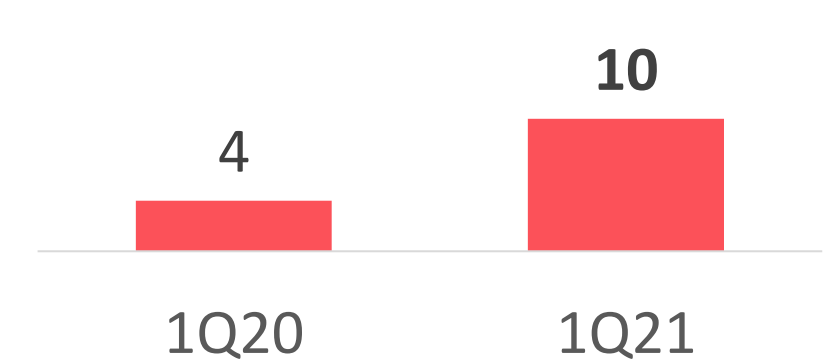
TOTAL REVENUES (+103%)



ADJ. EBITDA (+95%)



ATT. NET INCOME³ (+160%)



1. Financial figures reported are Neinor stand-alone 2. Cash balances include restricted cash from clients. 3. Attributable Net Income takes into consideration the 75% stake in Renta Garantizada.

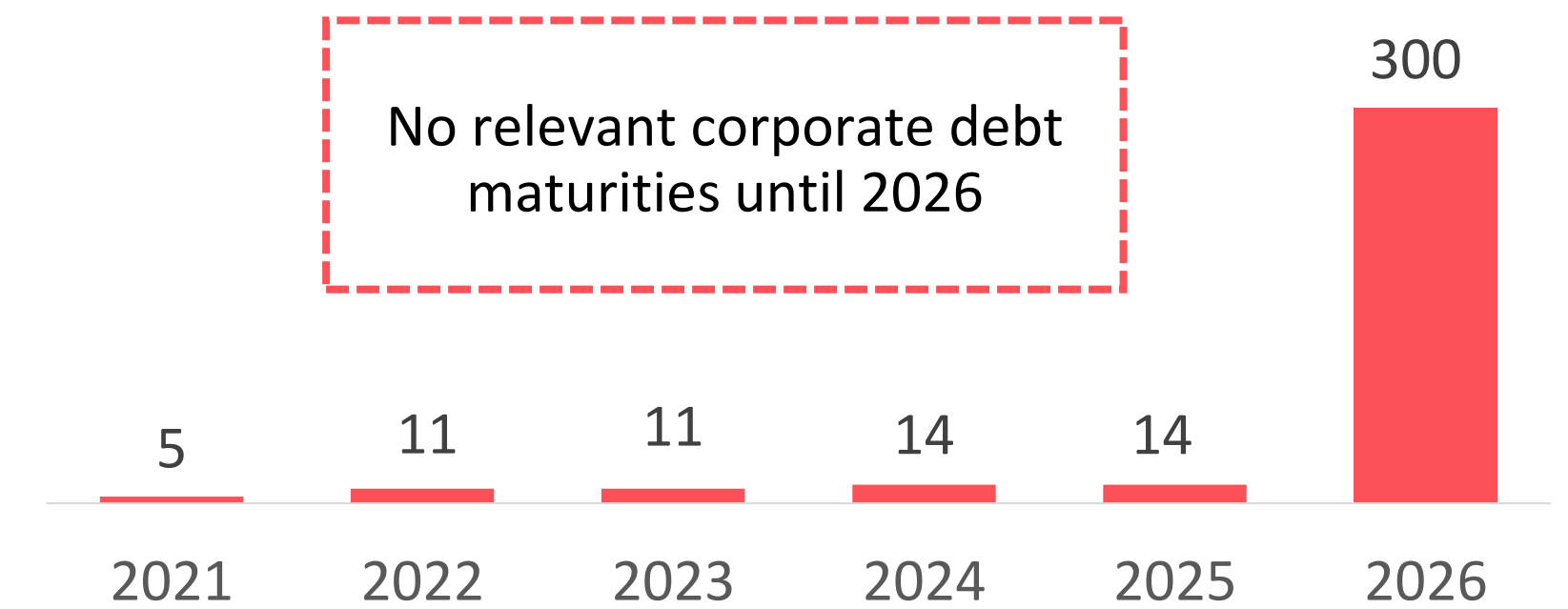
OPERATIONAL AND FINANCIAL REVIEW

FINANCIAL SNAPSHOT

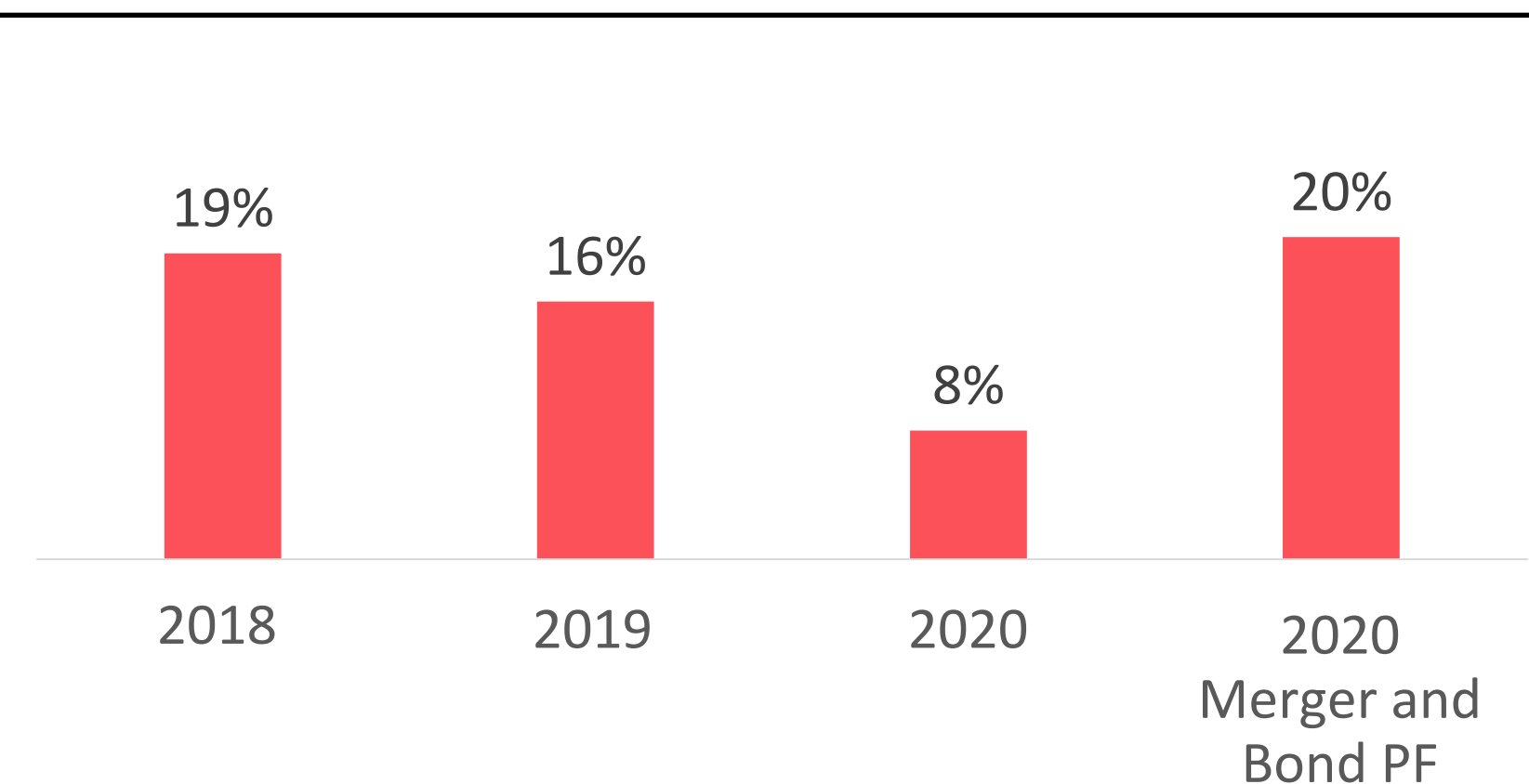
ACTIVE LIABILITIES MANAGEMENT AHEAD OF MERGER FINAL APPROVAL

ACTIONS	<ul style="list-style-type: none"> Refinance Quabit Sareb debt of €56mn €300mn bond issuance at competitive cost of 4.5%
A CLEAR RATIONALE	<ul style="list-style-type: none"> Able to restructure debt position of Quabit ahead of merger approval, lowering costs (from 8-16%) in order to realize financial synergies Lower refinancing risk with no relevant maturities until 2026
GREEN BOND USE OF PROCEEDS	<ul style="list-style-type: none"> Repay €158mn and €101mn of Quabit and Neinor corporate debt. The remaining funds will be allocated to rental platform capex and to pay fees Neinor will allocate an amount equivalent to the net proceeds of the bond to Green Residential projects¹

DEBT POSITION FULLY REFINANCED



LTV EVOLUTION



1. Green residential projects with BREEAM score of at least Good and EPC rating of at least B.

03

1Q21 RESULTS:
KEY TAKEAWAYS

SALER HOMES | Delivery 1Q21



1Q21 RESULTS: KEY TAKEAWAYS

START THE NEW HOUSING CYCLE IN A MUCH STRONGER COMPETITIVE POSITION

Land Acquisitions

- **Opportunistic land bank replenishment** in quality locations, at attractive margins, and equity efficient
- **Continue to analyse growth opportunities** with a strong cash balance at the beginning of a new cycle

Operational Activity

- **New launches/WIPs** to increase after Quabit integration
- **Commercial strength maintained in April** and positive outlook for May
- **Delivery of first rental project** (2Q21) and **Renta Garantizada** regional expansion underway

Financial Results

- **Healthy Orderbook** covering **+85%/+55%** of FY21-22 targeted deliveries
- **High deliveries visibility** with **c6,600 units¹** under **WIP & FP**
- On track to **meet FY21 guidance**

RESTART THE HOUSING CYCLE WITH AN EXCELLENT ASSET BASE, A MORE RESILIENT AND DIVERSIFIED STRATEGY AND PROVEN EXECUTION CAPACITY

1. Includes c600 units that are expected to start construction during 2Q21.

04

APPENDIX

AURA HOMES | Delivery 4Q20



APPENDIX

1Q21 FINANCIALS¹

P&L STATEMENT

	(€mn, unless stated otherwise)	1Q20	1Q21	YoY
A	Revenues	50.5	102.7	103.2%
	Gross Profit	17.9	30.5	70.1%
B	Gross Margin (%)	35%	30%	-5pp
	OpEx & Other	(8.6)	(12.2)	42.6%
	EBITDA Adjusted	9.4	18.3	95.3%
	Property Taxes & Other costs	(1.4)	(1.7)	14.6%
	EBITDA	7.9	16.6	110.0%
B	EBITDA Margin (%)	15.6%	16.1%	+0.5pp
	Amortization	(0.9)	(1.1)	24.3%
	EBIT	7.0	15.5	121.3%
	EBIT Margin (%)	13.9%	15.1%	+1.2pp
	Net financial costs	(1.7)	(2.0)	16.1%
	EBT	5.3	13.5	155.1%
	Tax charge	(1.4)	(3.2)	139.0%
	Net Income	3.9	10.2	160.7%
	Minorities	-	0.0	n.s.
C	Attributable Net Income	3.9	10.2	160.0%

KEY CONSIDERATIONS

A – REVENUES BREAKDOWN

- Development Activity: **€95.3mn**
- Residential Services: **€5.8mn²**
- Rental platform: **€0.5mn** (Sardes portfolio)
- Legacy: **€1.2mn**

B – MARGINS BREAKDOWN

- Development Activity: gross margin: **24%**
- Residential Services: EBITDA margin: **51%**
- Rental platform: EBITDA margin: **34%**

C – ATTRIBUTABLE NET INCOME

- Minorities of **€0.3k** explained by the 75% stake in Renta Garantizada

1. Financial figures reported are Neinor stand-alone. 2. Includes the Servicing contract and Renta Garantizada.

APPENDIX

1Q21 FINANCIALS¹

CASH FLOW STATEMENT

(€mn, unless stated otherwise)	1Q20	1Q21	YoY
Profit (Loss) before Tax	5.3	13.5	155.1%
Adjustments	1.1	3.0	159.3%
CF from Operating Activities	6.4	16.5	155.9%
Working Capital Variation	(39.0)	(73.6)	88.6%
Change in Inventories	(54.4)	(42.6)	-21.7%
Book Value Sold	32.6	72.2	121.5%
A Land Acquisition	(0.1)	(32.1)	n.s.
Capex & Others	(87.0)	(82.7)	-4.9%
Other WC Variations	15.4	(31.0)	n.s.
Net Operating Cash Flow	(32.6)	(57.1)	75.3%
B CF from Investments Activities	10.8	(51.0)	n.s.
CF from Financing Activities	(51.0)	26.7	n.s.
C Change in Share Capital/Premium	(49.5)	(37.4)	-24.6%
D Change in Bank Borrowing	0.3	69.5	n.s.
Finance Costs/Revenues	(1.7)	(2.0)	16.1%
Proceeds from leasing & Other	(0.1)	(3.4)	n.s.
Net Cash Flow	(72.8)	(81.4)	11.8%

KEY CONSIDERATIONS

A – LAND ACQUISITION

- Land acquisitions associated with deferred payments on past investments

B – CASH FLOW FROM INVESTMENT ACTIVITIES

- Cash flows associated with the acquisition of the Sardes portfolio during 1Q21 by €58mn

C – DIVIDEND PAYMENT

- In Mar21 Neinor paid its first dividend in a total amount of €37mn (€0.5/sh)

D – CHANGE IN BANK BORROWING

- Partially justified by the debt associated with Sardes portfolio acquisition

1. Financial figures reported are Neinor stand-alone.

APPENDIX

1Q21 FINANCIALS¹

NET DEBT POSITION

(€mn, unless stated otherwise)	FY20	1Q21	QoQ
Gross Debt	335.6	405.0	20.7%
A Non-Current Bank Borrowing	70.7	102.6	45.1%
Corporate Financing	70.7	102.6	45.1%
Current Bank Borrowing	262.3	299.9	14.3%
Developer Loan	205.2	244.0	18.9%
B Land	83.6	77.7	-7.0%
C Capex	121.6	166.3	36.7%
B Land Financing	35.0	28.0	-20.0%
Corporate Financing	19.4	19.4	0.0%
VAT Financing & Interests	2.7	8.4	214.2%
Non-Current financial liabilities	2.6	2.6	1.0%
Cash & Equivalents	270.2	191.6	-29.1%
Net Debt	65.3	213.4	226.7%
Adjustments	57.3	57.0	-0.5%
Deferred Land Payment	37.4	34.3	-8.2%
Restricted Cash	19.9	22.7	14.1%
Adjusted Net Debt	122.6	270.5	120.6%

KEY CONSIDERATIONS

A – CORPORATE FINANCING

- Increase due to the acquisition of Sardes portfolio

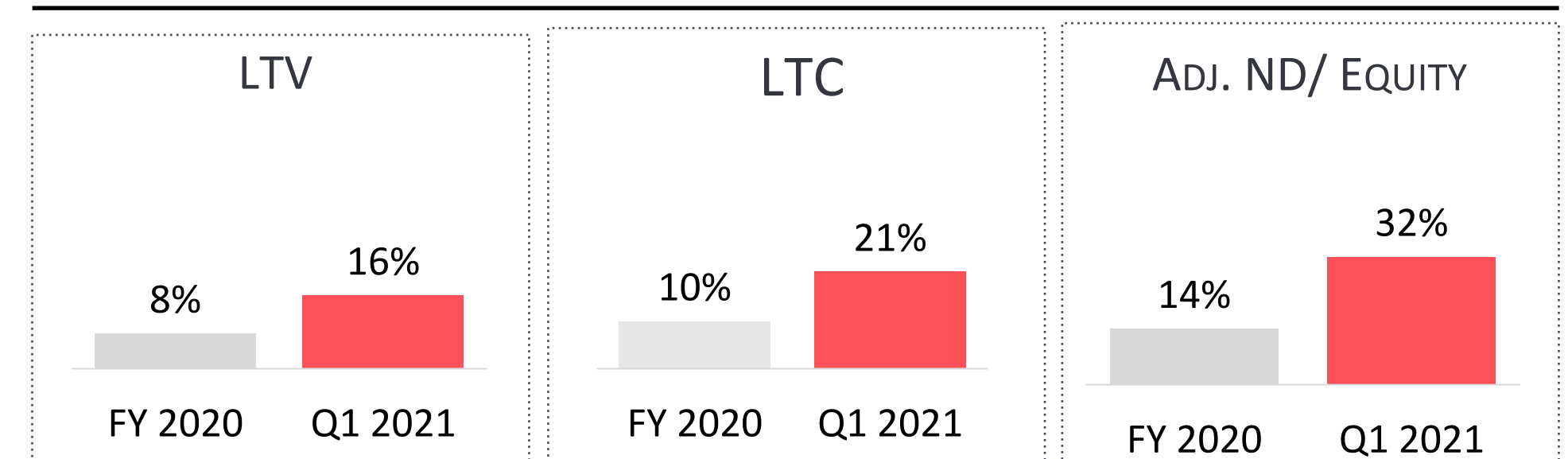
B – LAND DEVELOPMENT LOANS AND LAND FINANCING

- Expected to decrease throughout the year

C – RENTAL FINANCING

- Includes financing from rental assets currently under construction

KEY RATIOS



1. Financial figures reported are Neinor stand-alone.

APPENDIX

1Q21 FINANCIALS¹

BALANCE SHEET

(€mn, unless stated otherwise)	FY20	1Q21	QoQ
A Investment Property	0.2	58.3	n.s.
Other Non-Current Assets	22.2	15.8	-28.9%
Deferred Tax assets	25.4	24.3	-4.2%
Non-Current Assets	47.7	98.4	106.1%
B Inventories	1,208.4	1,251.1	3.5%
Other Current Assets	32.6	46.3	42.2%
C Cash & Equivalents	270.2	191.6	-29.1%
Current Assets	1,511.2	1,489.0	-1.5%
Total Assets	1,559.0	1,587.4	1.8%
D Equity	860.9	833.6	-3.2%
Bank Borrowings	70.7	102.6	45.1%
Other Non-Current Liabilities	5.2	5.6	7.8%
Non-Current Liabilities	75.8	108.1	42.6%
Bank Borrowings	262.3	299.9	14.3%
Creditors	246.1	225.7	-8.3%
Other Current Liabilities	113.8	120.0	5.5%
Current Liabilities	622.2	645.7	3.8%
Total Liabilities	1,559.0	1,587.4	1.8%

KEY CONSIDERATIONS

A – INVESTMENT PROPERTY

- Increase due to the acquisition of Sardes portfolio for €58mn

B – INVENTORY

- From total inventory the remaining book value of legacy is €7mn

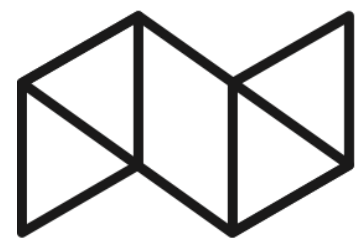
C – CASH & EQUIVALENTS

- From total cash balances available there are €23mn restricted

D – EQUITY

- Decrease in equity value attributable to the dividend payment

1. Financial figures reported are Neinor stand-alone.



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