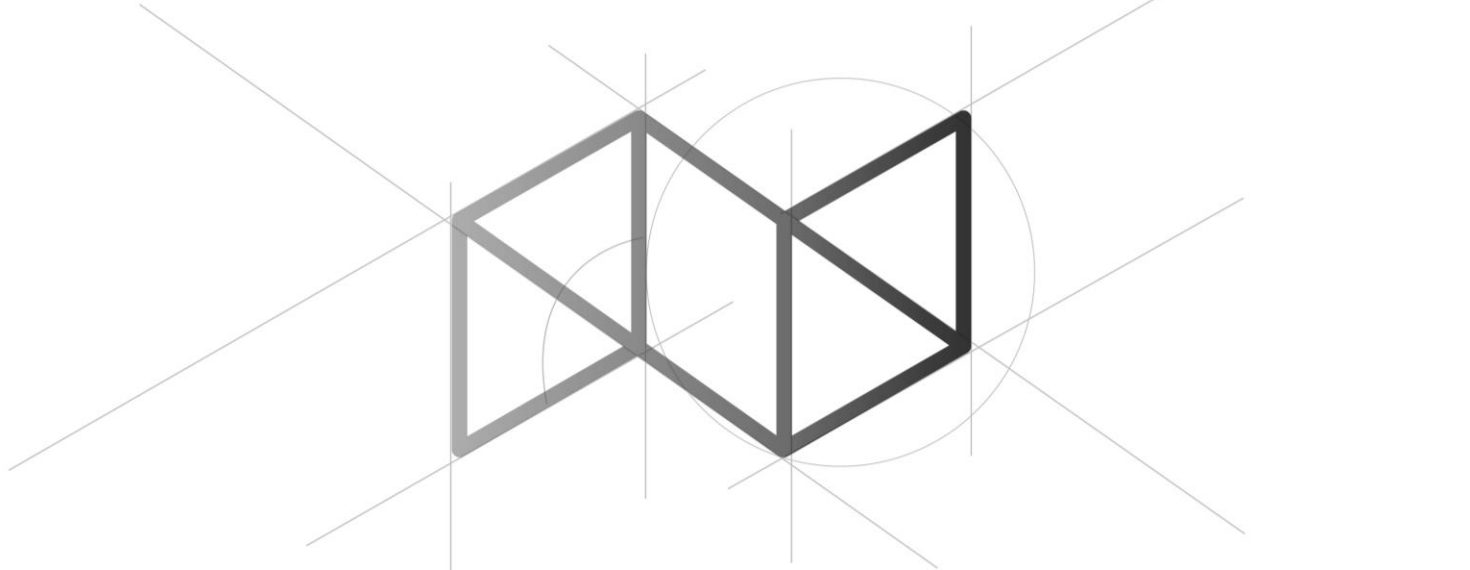


# INVESTOR DAYS '18 – CENTRE

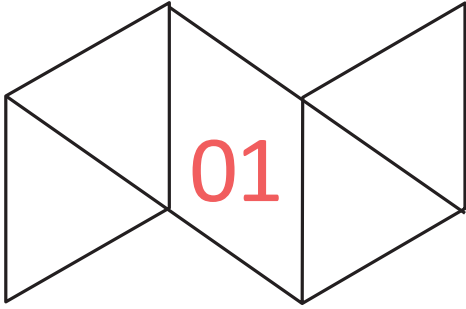
Madrid - September 24<sup>th</sup>, 2018



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4. **Atria Homes** (Alcobendas)
5. **Aura Homes** (Alcobendas)



Neinor Homes

# Centre Region

## REGIONAL MACRO <sup>(1)</sup>



**6.9m** inhabitants  
*15% of the country*



**17.1k** new housing LTM transactions  
*20% of the country's new housing transactions*



**11.9%** unemployment rate  
*vs. 15.3% national unemployment rate*

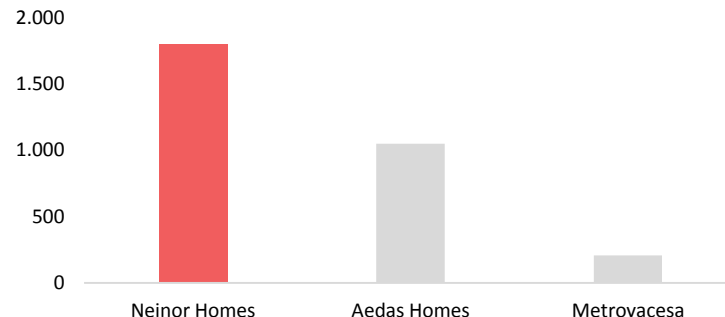


**9.2%** HPA Captured  
*vs. 4.3% projected in the BP for the region*



**45k** unsold stock  
*1.4% of total housing stock*

Units on the market



(1) Includes Madrid and Burgos

# CENTRE REGION

218  
Cummulative  
deliveries



Land Bank

**10** sites

**813** units



Strategic

**1** site

**250** units



Launched

**9** sites

**920** units



WIP

**9** sites

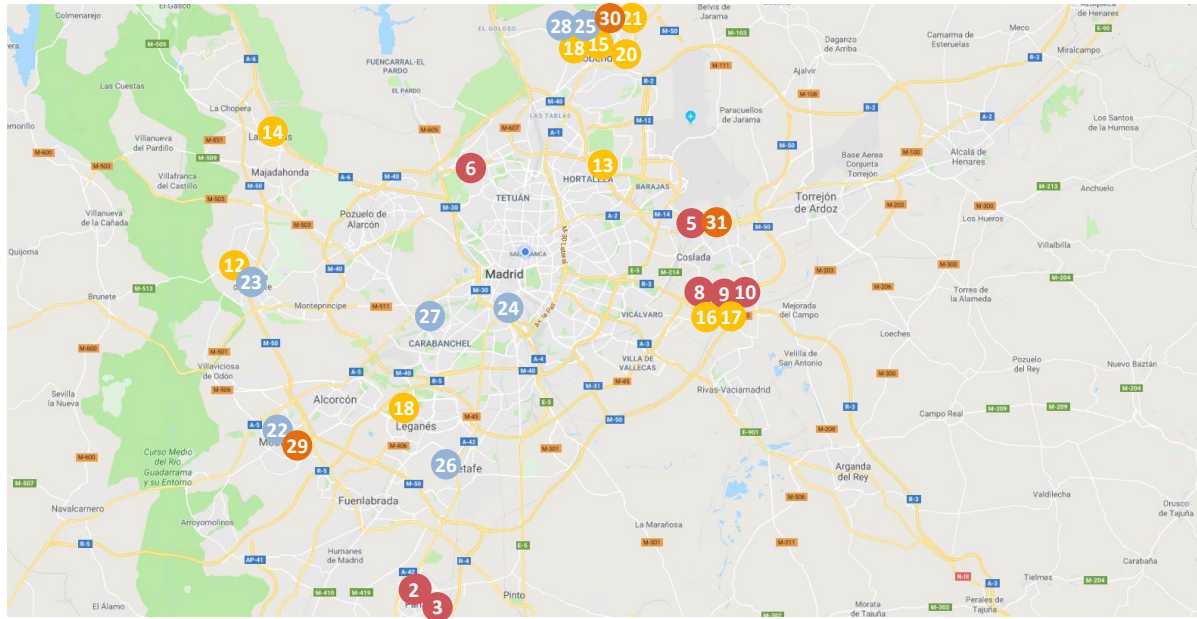
**1,023** units



**1,775 units** on the  
market

<b>TOTAL</b>	<b>29</b> sites	<b>3,006</b> units
--------------	-----------------	--------------------

# CENTRE REGION Madrid



## Land Bank

1. Parla A-3
2. Parla A-4
3. Parla A-10
4. Benavente
5. Las Mercedes P6

6. Joaquín Lorenzo
7. Burgos Villimar
8. Cañaveral M 12F
9. Cañaveral M 13E
10. Cañaveral T2B

## 1st Go

11. Burgos Coprasa
12. Prado Homes II
13. Cárcavas Homes
14. Amara Homes
15. Tempranales

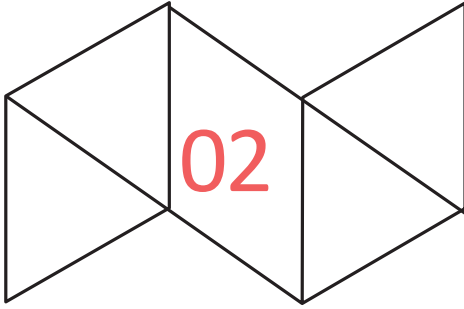
16. Cañaveral M16B
17. Cañaveral M4D
18. Fuentelucha
19. Solagua Homes
20. Europa Homes
21. Alea Homes

## WIP

22. Vía Homes
23. Prado Homes
24. Riverside Homes
25. Atria Homes
26. Plaza Homes
27. Avenida Homes
28. Avenida Homes

## FINISHED PRODUCT

29. Los Alerces
30. Dehesa Homes
31. Las Mercedes

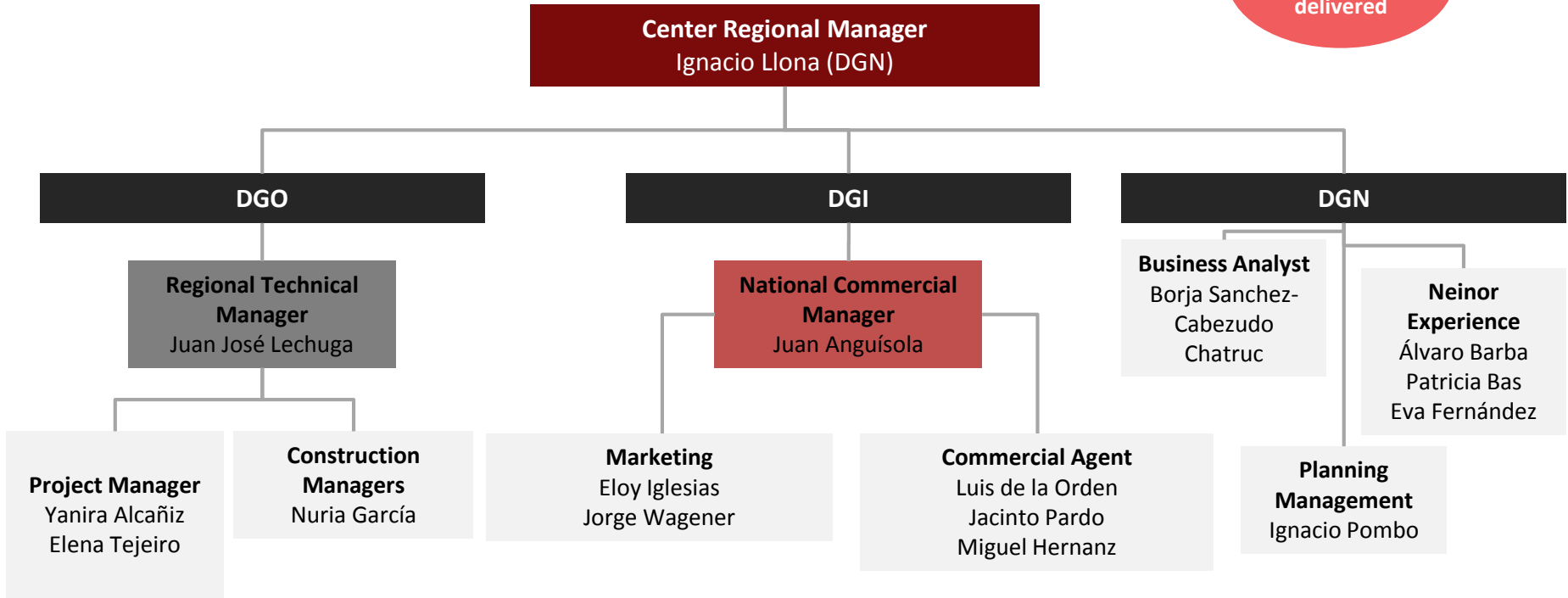


Neinor Homes

# Organization Chart & Team Brief



# CENTER REGION ORGANIZATIONAL CHART

24,000+  
houses  
delivered





# CENTER TEAM BRIEF

 Years with Neinor Homes  
 Total experience years



Ignacio  
Llona

20 17

Regional Manager  
Lawyer, MSc. Real Estate MDI  
1,200 houses delivered

DGN



Borja Sanchez-  
Cabezudo

3 2

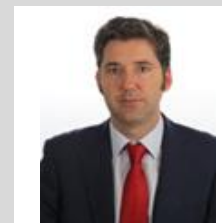
Business Analyst  
Building Engineer, PgDeg. RE



Álvaro Barba

22 4

Neinor Experience  
Building Engineer  
MSc Project Manager



Ignacio Pombo

14 3

Urban Management  
Lawyer  
MSc in Urbanism



Patricia Bas

5 3

Neinor Experience  
Quantity Surveyor



Eva Fernández

3 1

Neinor Experience  
Quantity Surveyor  
MSc Integral Quality  
Management



Juan Carlos  
Orgaz

25 1

Acquisition Manager  
Lawyer, MSc in Urbanism

# CENTER TEAM BRIEF

DGO



Juan José Lechuga

23 3

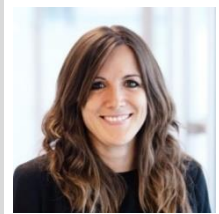
Regional Director  
Architect  
MSc in Urbanism



Nuria Garcia

21 2

Construction Manager  
Quantity Surveyor



Elena Tejeiro

10 1



Project Manager  
Architect  
MSc Sustainable Architecture



Yanira Alcañiz



3 2

Project Manager  
Architect  
MSc Project &  
Construction Manager

 Years with Neinor Homes  
 Total experience years

# CENTER TEAM BRIEF

DGI

 Years with Neinor Homes  
 Total experience years



Luis de la Orden

Commercial Manager  
Lawyer

20 



Jacinto Pardo

Commercial Manager  
Lawyer  
MSc in Urbanism

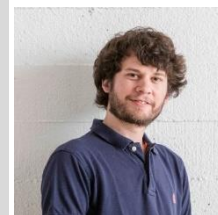
21 



Miguel Hernanz

Commercial Manager  
BSc in Marketing

14 



Jorge Wagener

Marketing  
BSc in Marketing, Advertising  
and Public Relations

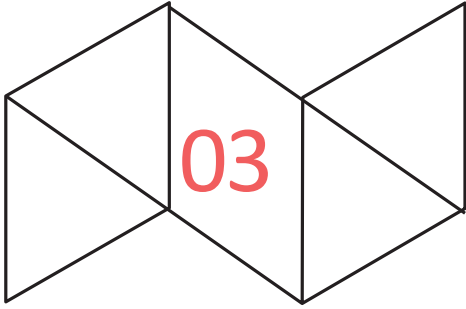
1 



Eloy Iglesias

Marketing  
BSc in Marketing, Advertising  
and Public Relations

5 



Neinor Homes

# Tour Summary

# A WALK THROUGH THE VALUE CHAIN



## Neinor Store

- San Sebastián de los Reyes



## Launched



## WIP

- Alea Homes (San Sebastián de los Reyes)
- Atria Homes (Alcobendas)
- Aura Homes (Alcobendas)



## Delivered

- Dehesa Homes (delivered in 2017)

# TOUR SUMMARY



**WIP**



**Store**



**WIP**

**1 Alea Homes (San Sebastián de los Reyes)**

**2 Neinor Store (San Sebastián de los Reyes)**

**3 Atria Homes (Alcobendas)**



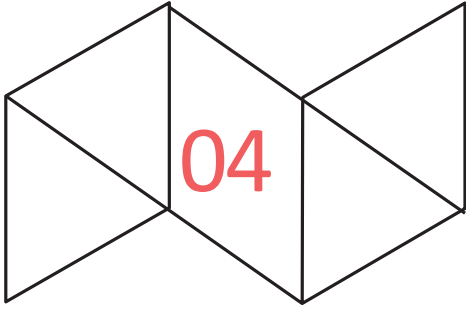
**WIP**



**Store**

**4 Aura Homes (Alcobendas)**

**5 Neinor Store (Alcobendas – subject to timing)**



Neinor Homes

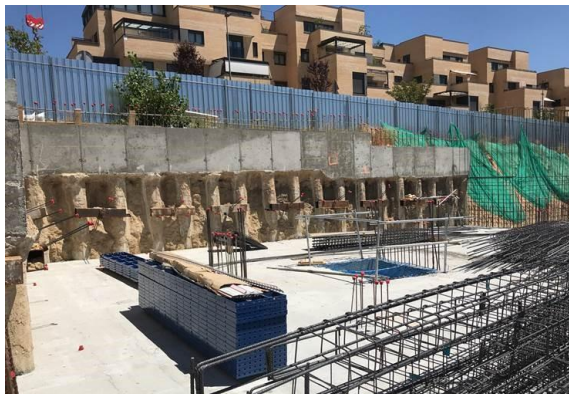
# Centre Site Visits

## ALEA HOMES

Alea Homes comprises 84 residential units located in San Sebastián de los Reyes. The plot is adjacent to the development Dehesa Homes that has already been delivered.

The neighborhood is close to San Sebastián de los Reyes city centre, reached by walk or public buses and well connected to Madrid through the A-1 highway and the Metro public lines. It is located in an area well equipped of services such as shopping centers (Alegra, Style Outlets, supermarkets...), hospitals (Infanta Sofía Hospital), educational centers, garden areas and sport facilities.

- 2, 3 and 4 bedrooms
- Communal swimming pool
- Playgrounds
- Garden areas
- Breeam Certificate



83% pre-sold

	2B	4# - 5%
Typology (units) - %	3B	63# - 75%
	4B	17# - 20%
<b>Total Units</b>	<b>84+2 commercial units</b>	
<b>Total income (€) - (€/sqm)</b>	<b>€ 34.536.000 - € 3.286/sqm</b>	
<b>Sales rate</b>	<b>5 units per month</b>	
<b>Extra HPA Captured</b>	<b>6.7%</b>	
<b>Status</b>	<b>On sale</b>	
<b>Construction Start</b>	<b>February 2018</b>	
<b>Delivery</b>	<b>H2 2019</b>	
<b>Broker</b>	<b>Knight Frank</b>	
<b>Architect</b>	<b>Cano y Escario</b>	
<b>Construction company</b>	<b>Clasica Urbana</b>	



## ATRIA HOMES

Atria Homes is a residential complex located in Alcobendas, a municipality in the north of the Madrid Community, only 10km away from the city center. This development is placed in a residential area in expansion process, next to the village center and, consequently nearby all the necessary facilities such as diverse schools, health centers, sport facilities and shopping centers ("LaVega", "PlazaNorte2", "Parque Comercial Megapark", "Moraleja Green", etc).

In its proximities can be also found one of the largest public parks within the area named "Parque de Galicia" surrounded by recreational and natural parks with a lake.

The Development is perfectly connected by private and public transport with the city center and the rest of the neighboring towns. It has direct access to the M30, M12 and A-1, one of the main highways of the capital. Regarding the public transport, it is only 8 minutes away from the Adolfo Suarez (Barajas) Airport, close to the Valdeasfuentes Train Station (LineC-4), close to the Marqués de la Victoria (Line10) Subway Station and with diverse bus stops.



99% pre-sold

	2B	29# - 20%
	3B	83# - 56%
	4B	34# - 23%
	5B	2# - 1%
<b>Total Units</b>		<b>148</b>
<b>Total income (€) - (€/sqm)</b>		<b>€ 57.410.000 - € 3.126/sqm</b>
<b>Sales rate</b>		<b>6 units per month</b>
<b>Extra HPA Captured</b>		<b>0.6%</b>
<b>Status</b>		<b>On sale</b>
<b>Construction Start</b>		<b>Q4 2016</b>
<b>Delivery</b>		<b>H1 2019</b>
<b>Broker</b>		<b>CBRE</b>
<b>Architect</b>		<b>Cano y Escario</b>
<b>Construction company</b>		<b>Sodelor</b>

## AURA HOMES

Aura Homes 254 residential units located in Alcobendas, a little town 20km from the city center of Madrid. It is well connected to city center through public transport (metro, buses, train...) and main roads M-30, M-40, A-1. The area has all necessary services within a 2km radio.

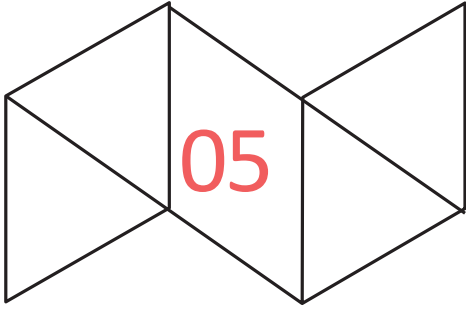
There are hospitals (Centro Medico Millenium), international education centers (Greenwich School, Brains School) and consolidated retail and leisure areas (Carrefour, Centro Comercial La Vega, Heron City Diversia). It is surrounded by green areas and sports facilities (Holmes Place La Morajela, Millenium Center) and Moraleja Golf Club. Also, Alcobendas hosts several international companies such as (Indra, Mercedes Benz, Samsung etc...).

- 2, 3 and 4 bedrooms
- Communal swimming pool
- Playgrounds
- Garden areas
- Breeam Certificate



33% pre-sold

Typology (units) - %	2B	35# - 14%
	3B	156# - 61%
	4B	63# - 25%
		254
Total income (€) - (€/sqm)	€ 109.939.600 - € 3.434/sqm	
Sales rate	12 units per month	
Extra HPA Captured	9.6%	
Status	On sale	
Construction Start	Q3 2018	
Delivery	2020	
Broker	CBRE	
Architect	EAS	
Construction company	ACR	



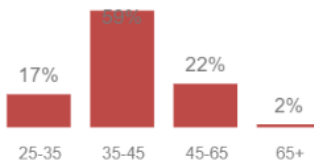
Neinor Homes

# Customer Centric Summary

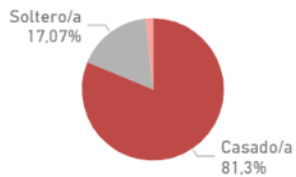
# CUSTOMER CENTRIC

S.S. DE LOS REYES

Age Range



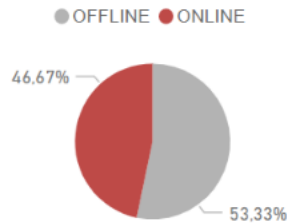
Marital Status



Mortgage Use



Lead Origin



ALCOBENDAS

