

H1 FY21 Results



September 2021

 **vía
célere**
Casas que innovan tu vida

DISCLAIMER



THIS PRESENTATION AND ITS CONTENTS ARE CONFIDENTIAL AND ARE NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, IN WHOLE OR IN PART, DIRECTLY OR INDIRECTLY.

This confidential presentation (and the information contained herein) ("**Presentation**") has been prepared by Vía Célere Desarrollos Inmobiliarios, S.A.U. (hereinafter, "**VCDI**" or the "**Company**"), solely for the purposes of presenting information about VCDI, Vía Célere Holdco, S.L. (the "**Parent Company**") and its subsidiaries, its business and operative model, to a limited number of parties.

This Presentation is strictly confidential and (save to the extent required by applicable law and/or regulation) neither this Presentation nor any information contained herein may be reproduced in any form disclosed, used or further distributed to any other person or published, in whole or in part, for any purpose or under any circumstances, without our express written consent which is at our sole discretion and subject to our conditions and VCDI, its subsidiaries and the Parent Company accept no liability whatsoever for the actions of third parties in this respect.

This Presentation is not intended for potential investors and does not constitute or form part of, and should not be construed as, any offer to sell or issue or any invitation to purchase or subscribe for, or any solicitation of any offer to purchase or subscribe for, or otherwise acquire, any securities of the Company, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied upon, in connection with, any contract or investment decision with respect to the Company, financial promotion, or any offer or invitation in relation to any acquisition of or investment in the Company in any jurisdiction, nor should it be considered as legal, financial or tax advice in relation to the same.

The information contained in this Presentation does not purport to be comprehensive and has not been independently verified. Neither the Company nor any of its subsidiary undertakings or affiliates, directors, officers, employees, advisers or agents accepts any responsibility or liability whatsoever for/ or makes any representation or warranty, express or implied, as to the truth, fullness, accuracy or completeness of the information in this Presentation (or whether any information has been omitted from this Presentation) or any other information relating to the Company, its subsidiaries or associated companies, whether written, oral or in a visual or electronic form, and howsoever transmitted or made available or for any loss howsoever arising from any use of this Presentation or its contents or otherwise arising in connection therewith. Therefore, no reliance may or should be placed on this Presentation by any person for any purposes whatsoever.

The information in this Presentation may include forward-looking statements, which are based on current expectations and projections about future events. These forward-looking statements, as well as those included in any other information discussed at the presentation, are subject to risks, uncertainties and assumptions about the Company and its subsidiaries and investments, including, among other things, the development of its business, trends in its operating industry, and future capital expenditures and acquisitions. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may differ materially from the actual outcome or may not occur. No representation or warranty is made that any forward-looking statement will come to pass. No one undertakes to publicly update or revise any such forward-looking statements. Certain financial information and operating data relating to the Company contained in this Presentation has not been audited and in some cases is based on management information and estimates and is subject to change. In addition, certain financial and statistical information contained in this document is subject to rounding adjustments. Accordingly, any discrepancies between the totals and the sums of the amounts listed are due to rounding.

The information and opinions contained in this Presentation are provided as at the date of the presentation and are subject to change. In giving this Presentation, none of the Company and/or any of its parent or subsidiary undertakings, or the subsidiary undertakings of any such parent undertakings, or any of such person's respective directors, officers, employees, agents, affiliates or advisers, undertakes any obligation to amend, correct or update this Presentation or to provide the recipient with access to any additional information that may arise in connection with it.

By reviewing this Presentation, you warrant, represent, undertake, acknowledge and agree to, and with the Company, that you have read, agree to, and will comply with, the contents of this disclaimer. No information made available to you in connection with this Presentation may be passed on, copied, reproduced, in whole or in part, or otherwise disseminated, directly or indirectly, to any other person and the contents of this Presentation are to be kept confidential. The presentation is meant solely for the recipient and may not be disclosed to any third party or be used for any other purpose.

Contents

1 HIGHLIGHTS

2 OPERATING UPDATE

3 FINANCIAL RESULTS

4 APPENDIX

Presenters



José Ignacio Morales
Chief Executive Officer



Jaime Churruca
Chief Financial Officer

Highlights

vía
célere

CÉLERE PERALES
MADRID
2020



All lines of business at least in line with guidance provided



Build-to-sell

- ✓ **920 units delivered** during the first half, total LTM deliveries of 2,256 units
- ✓ Demand remains strong with June as best month of FY21 with 169 net sales, for a total of **835 net sales** YTD (€ 242m), representing +40% of total product under commercialisation
- ✓ Strong targets visibility thanks to **orderbook of 2,758 units** (€ 725m), 82% secured through SPAs

Build-to-rent

- ✓ First portfolio on track with **+1,100 units licensed** as of Q2
- ✓ **775 units with construction works launched as of today** (241 units as of Q2 FY21)
- ✓ Construction tendering in progress, aiming to launch works for most of the units during H2 FY21

Land management

- ✓ Divestment plan for non-core land under execution, **€ 35m already divested** during first half
- ✓ Current pipeline under analysis exceeding FY21 budget, enabling to maximize returns

Financials

- ✓ **H1 FY21 revenues of € 305m (LTM € 784m) and EBITDA of € 43m (LTM € 120m)**
- ✓ **Operating cash flow of € 90m (LTM € 307m)**, 2.1x (2.6x) EBITDA for each period
- ✓ Net debt at € 209m (reduced by 31% from Q4 FY20) – **LTV 13% and NFD/LTM EBITDA 1.7x**
- ✓ **No relevant debt maturities until 2026** given development loans are repaid at delivery once cash flow from clients is received. **Very strong liquidity** with cash of € 354m and multiple facilities undrawn

Operating update



**CÉLERE ELS AMETLLERS
BARCELONA
2020**



Operating update

Activity ⁽¹⁾ 	8,968 Units under production ⁽²⁾	4,985 Units under commercialisation	3,391 Units under construction	3,742 Units under design	
Backlog 	2,758 Units sold	725 € million sold	90% FY21 deliveries	81% FY22 deliveries	60% FY23 deliveries
Deliveries H1 FY21 	920 Units delivered	43 € million Adj. EBITDA	LTM <div style="border: 1px dashed gray; padding: 5px; display: inline-block;"> 2,256 Units delivered </div>		120 € million Adj. EBITDA
Financials 	1,620 € million GAV ⁽³⁾	209 € million Net Debt ⁽⁴⁾	12.9% LTV	1.7x Net Debt / LTM EBITDA	

Notes:

(1) All the activity metrics include BTS+BTR

(2) Units under production include all units from design phase until delivery

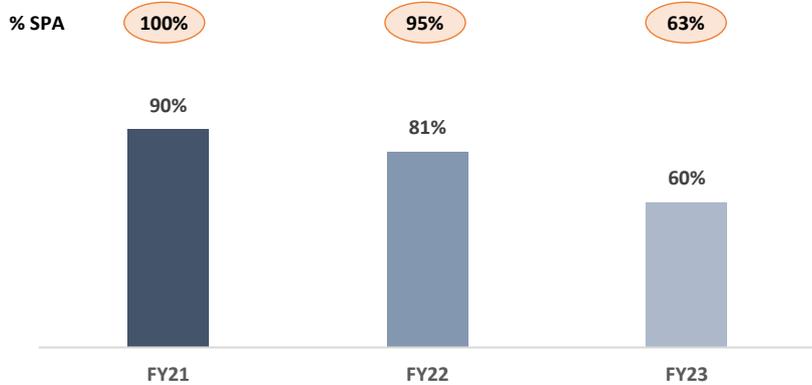
(3) GAV as per Savills as of June 2021

(4) Net Debt adjusted for land pending payments and non-restricted cash

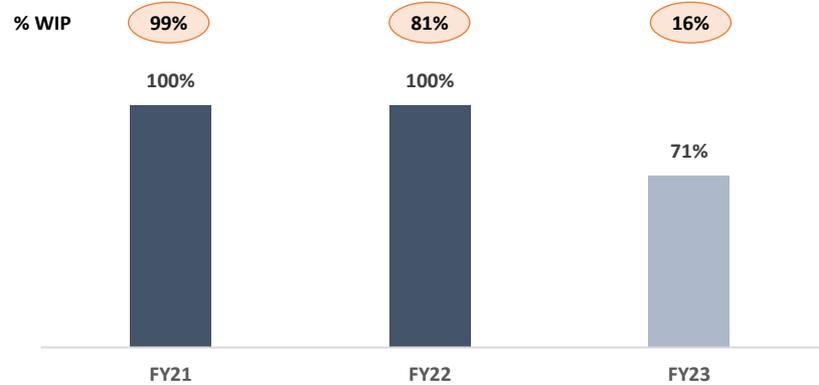
BTS – High visibility of FY21–FY23 on the back of strong presales and WIP levels



Orderbook ⁽¹⁾



Units under construction ⁽¹⁾



Licenses granted ⁽¹⁾



Notes:

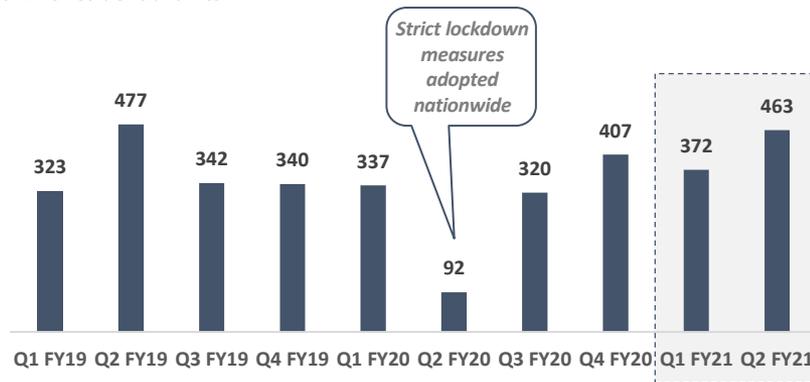
(1) Based on target deliveries

BTS – Robust net sales above with pre-Covid-19 levels

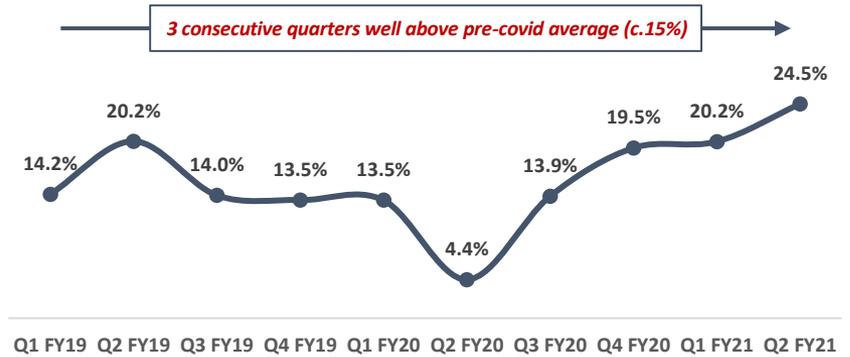


Net sales evolution

of BTS residential units⁽¹⁾

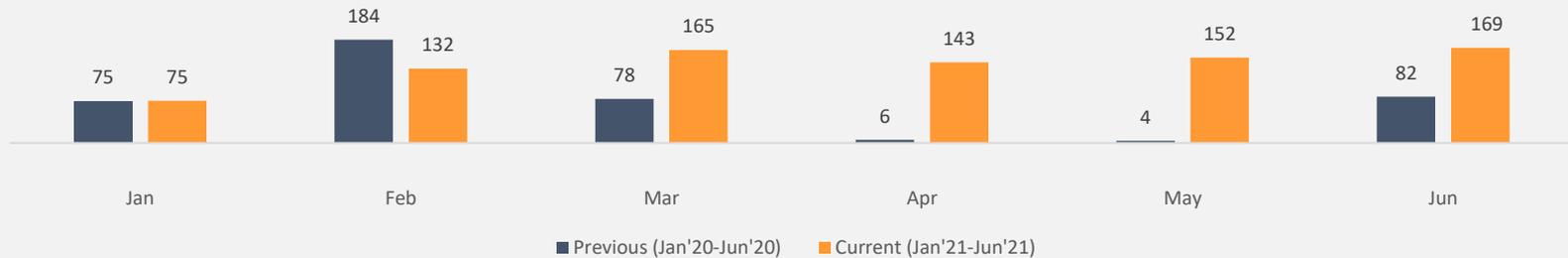


Sales rate per quarter (% stock under commercialization)⁽¹⁾



- Sales rates at 2-years highs enable us to apply repricing strategies and maximize margins

Monthly sales rates consistently at run-rate levels



Notes:

(1) BTS projects

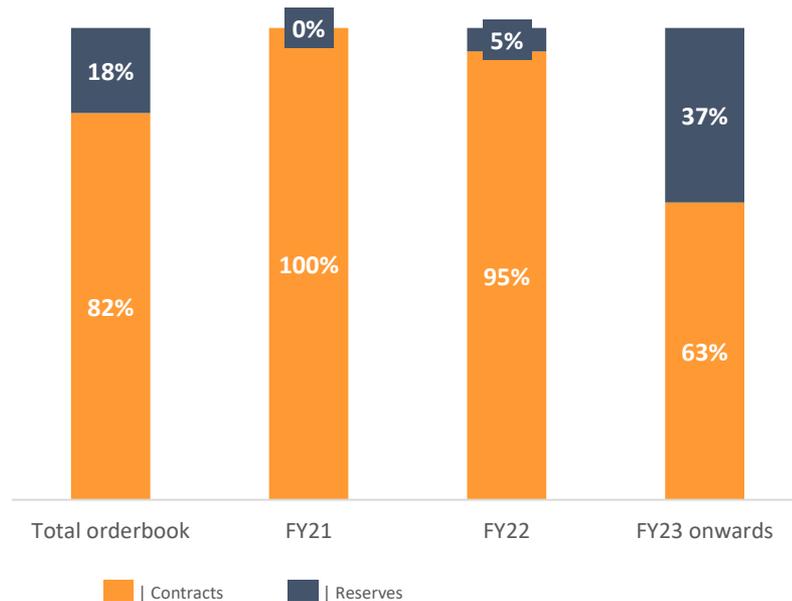
BTS – De-risked cash flow thanks to a resilient orderbook



Order book breakdown

% of residential units

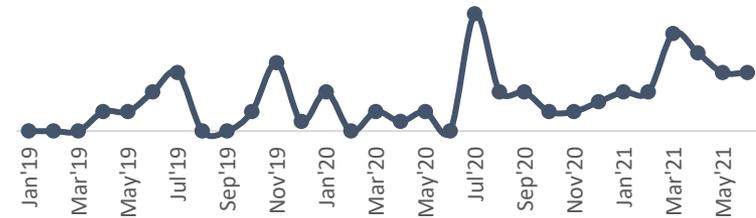
2,758 units
725 €m
Pre-sales



Contract cancellations⁽¹⁾

of residential units

Totals
2019: 12
2020: 18
2021 YTD: 19



- Nearly 100% of units presold deliverable in 2021 and 2022 are secured through private SPAs, ensuring deliveries visibility
- 75% of current WIP portfolio is already presold as of H1 2021 (over 2,300 units, after deducting the 920 units already delivered during H1)
- Reserve conversion and cancellation rates continue in line with pre-Covid-19 levels, demonstrating backlog resilience

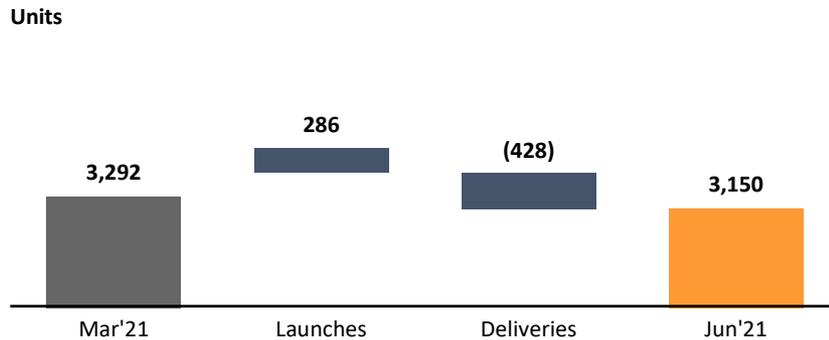
Notes:

(1) BTS division only

BTS – Well advanced construction progress provides visibility of FY21-23 deliveries

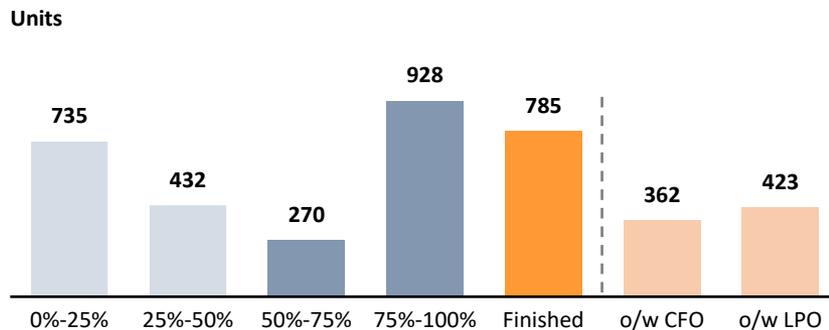


Units under construction



- WIP progress continues to ensure visibility of future deliveries, with 3,150 units WIP, of which 785 already finished as of H1 2021
- 100% of target deliveries for FY21 and FY22 are launched
- On top of WIP units, we have c.1,850 units licensed and c.1,500 units under permitting process

Construction progress ⁽¹⁾



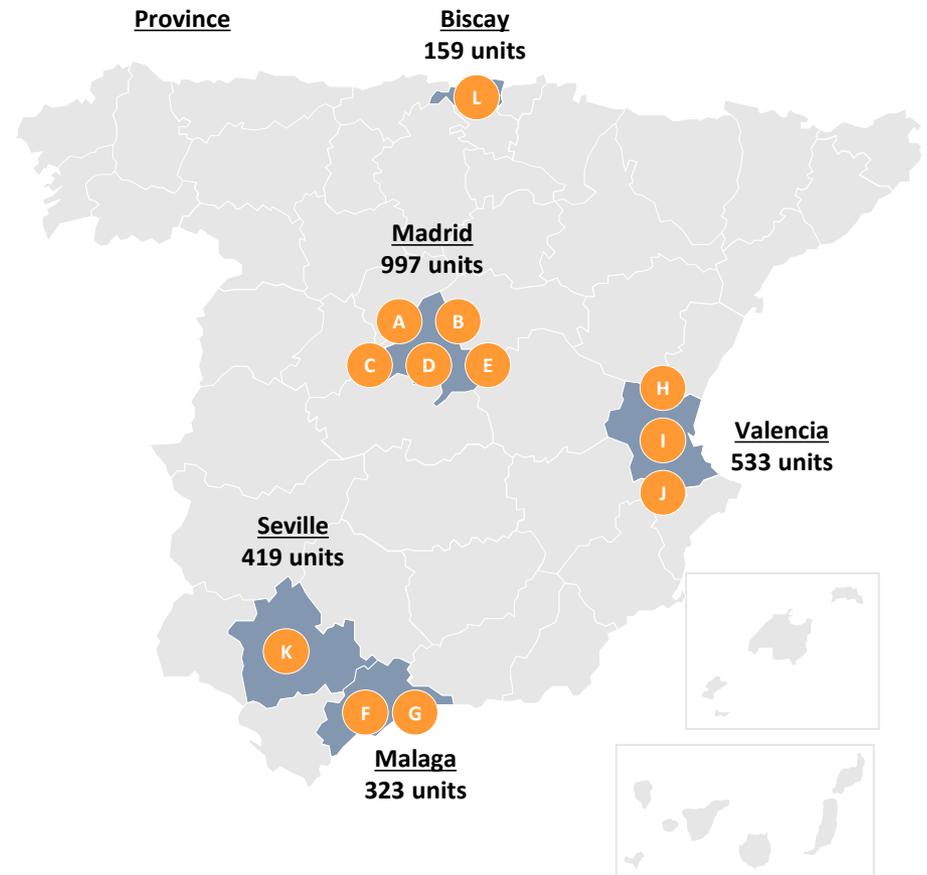
Notes:

- (1) CFO: final construction certificate marking completion of the construction stage
- (2) LPO: first occupation license that certifies the units can be delivered to customers

BTR – 1st portfolio on track with +1,100 units licensed and construction to be launched shortly (775 already WIP⁽¹⁾)

Build-to-rent 1st Portfolio

Asset	City	Units	License status ⁽¹⁾	Works start	
A	Barajas	Madrid	494	Pending	Pending
B	Montecillos	Rivas	150	Granted	Started Q3 FY21
C	Torrejon	Torrejon	122	Granted	Pending
D	Cañaveral	Madrid	121	Granted	Pending
E	Valdemoro	Valdemoro	110	Granted	Started
F	H. Cabello	Malaga	179	Pending	Pending
G	Adif	Malaga	144	Pending	Pending
H	Mislata	Mislata	288	Pending	Pending
I	Patraix	Valencia	131	Granted	Started
J	Torrent	Torrent	114	Granted ⁽²⁾	Started Q3 FY21 ⁽²⁾
K	Sevilla Este	Seville	419	Granted	Started Q3 FY21 ⁽³⁾
L	Barakaldo	Barakaldo	159	Pending	Pending
Total		2,431	1,118	241	



Notes:

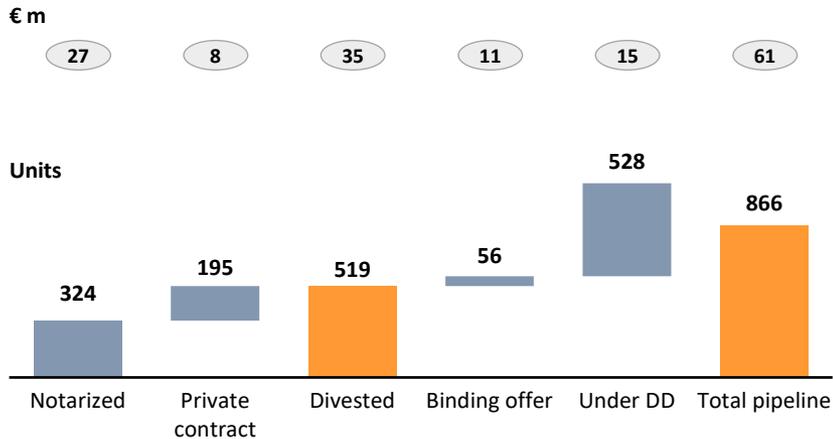
(1) 775 units WIP as of the date of this report, 241 as of Q2 FY21

(2) Granted/started for 1 plot (65 units)

(3) Granted/started for 3 plots (319 units)

Divestment plan of non-core land on track, strong demand for our landbank

Land sales FY21



Divestment plan

- € 35m divested during first half, € 27m of which already notarized and € 8m committed through private SPAs
- The current pipeline under analysis amounts to € 61m, which exceeds the total land sales budget for the year, allowing us to be selective on our land disposals and maximize returns
- We have rejected bids during the first half of the year for 749 units (€ 50m)

Financial results



**CÉLERE MAIRENA
SEVILLE
2020**



Income Statement

Income Statement

€m	H1 2020	H1 2021	Var. (€ m)	Var. (%)
Residential development	167.7	279.9	112.2	66.9%
ASP	281	305	23	8.1%
Land and other	10.4	25.1	14.7	141.2%
1 Revenues	178.1	304.9	126.9	71.2%
COGS	(144.0)	(242.4)	(98.4)	68.3%
Gross Margin	34.0	62.5	28.5	83.8%
2 % Margin	19.1%	20.5%		1.4%
Commercialization, marketing and other	(7.1)	(9.6)	(2.5)	35.9%
Contribution Margin	26.9	52.9	26.0	96.4%
3 % Margin	15.1%	17.4%		2.2%
SG&A	(10.3)	(9.7)	0.5	(5.3%)
Adj. EBITDA	16.7	43.2	26.5	159.2%
3 % Margin	9.4%	14.2%		4.8%
4 Adjustments	(1.3)	1.5	2.8	(208.7%)
EBITDA	15.3	44.6	29.3	191.6%
Financial income/(expense) and other	(8.7)	(9.5)	(0.8)	8.8%
Profit/(Loss) before tax	6.6	35.2	28.6	433.3%
Income tax	(1.2)	(7.0)	(5.8)	490.4%
Net Income	5.4	28.2	22.8	420.9%
% Margin	3.0%	9.2%		6.2%

Comments

- 1 Significant revenues growth, up by 70% to a YTD figure of over € 300m
- 2 Gross margin evolution driven by change in product mix delivered in H1 2021
- 3 Continued increase in operating margins thanks to scalability (920 units vs. 596 in H1 2020), with a total LTM EBITDA figure of € 120m (15% margin)
- 4 Adjustments mainly arise from PPA effect and other non-recurrent and non-cash items

Balance Sheet



Balance Sheet

€m	FY 2020	H1 2021	Var. (€ m)	Var. (%)
Deferred tax assets	68.6	68.5	(0.1)	(0.1%)
Other	10.3	7.4	(2.9)	(28.4%)
Non-current assets	79.0	75.9	(3.0)	(3.8%)
1 Inventories	1,251.2	1,160.9	(90.3)	(7.2%)
Trade and other receivables	28.0	32.7	4.7	16.8%
2 Cash	141.2	354.2	213.1	150.9%
Current assets	1,420.3	1,547.8	127.5	9.0%
Total assets	1,499.3	1,623.7	124.5	8.3%
Equity	819.7	847.5	27.8	3.4%
2 Financial debt	4.0	293.9	289.9	7,176.7%
Other	13.1	15.2	2.1	16.2%
Non-current liabilities	17.1	309.1	292.0	1,706.6%
2 Financial debt	378.9	211.0	(167.9)	(44.3%)
Trade and other payables	143.7	129.8	(13.9)	(9.7%)
Advances from customers	128.7	115.9	(12.9)	(10.0%)
Other	11.2	10.5	(0.7)	(5.9%)
Current liabilities	662.5	467.1	(195.3)	(29.5%)
Equity and liabilities	1,499.3	1,623.7	124.5	8.3%

Comments

- 1 Inventories slight reduction due to high level of deliveries during the first half of FY21
- 2 Liquidity position significantly reinforced through the issuance of the € 300m 5-year SSN. Proceeds used to repay previously existing corporate debt (Aelca SFA, Santander land facility & ICO loans) and certain land loans with the remaining cash (€ ~180m) sitting on balance sheet

Notes:

(1) Equity variation during H1 (€ 27.8m) was lower than net income for the period (€ 28.2m) due to certain expenses capitalized as Equity as per IFRS

Cash Flow

Cash Flow

€m	H1 2020	H1 2021	Var. (€ m)	Var. (%)
Profit (loss) for the period	5.4	28.2	22.8	420.9%
D&A	3.7	2.3	(1.4)	(36.8%)
Changes in provisions	(0.9)	1.9	2.8	(322.1%)
Gains (losses) on disposals	-	(0.1)	(0.1)	-
Finance income (costs)	(1.1)	(2.2)	(1.1)	100.6%
Taxes	1.5	3.5	2.0	135.0%
1 Working capital	(17.3)	57.1	74.4	(430.1%)
Other	(0.1)	(0.3)	(0.2)	262.5%
2 Cash Flow from operating activities	(8.7)	90.5	99.2	(1,137.5%)
Cash Flow from investing activities	0.4	6.2	5.8	1,454.8%
Free Cash Flow	(8.3)	96.7	105.0	(1,261.7%)
3 Cash Flow from financing activities	(48.4)	116.4	164.8	(340.4%)
Net Cash Flow	(56.7)	213.1	269.8	(475.6%)
Restricted cash variation	37.2	(0.2)	(37.4)	(100.4%)
Changes in available cash	(19.5)	212.9	232.4	(1,190.4%)

Comments

- 1 Working capital impact from inventories and payables (customer advances and other trade payables) release due to H1 deliveries
- 2 Stabilized cash flow generation, amounting to 2.1x EBITDA for the period
- 3 Impact from € 300m, 5-year corporate bond at a 5.25% coupon issuance in March, net of repayments of existing corporate debt and net variations of asset-level financing held for asset development

Net financial debt



Adjusted net financial debt

€m	FY 2020	H1 2021	Var. (€ m)	Var. (%)
Development debt	236.2	192.5	(43.7)	(18.5%)
Recourse	209.8	159.4	(50.4)	(24.0%)
Non-recourse	26.4	33.1	6.7	25.4%
2 Land debt and others	39.0	-	(39.0)	(100.0%)
Asset level financing	275.2	192.5	(82.7)	(30.1%)
3 Corporate debt	114.9	319.5	204.6	178.2%
4 Other BS adjustments	(7.1)	(7.0)	0.1	(1.2%)
Gross financial debt	382.9	505.0	122.0	31.9%
Total cash	(141.2)	(354.2)	(213.0)	150.9%
Restricted cash	38.9	39.1	0.2	0.4%
Land deferred payments and receivables	25.3	18.4	(6.9)	(27.3%)
Non-consolidated subsidiaries and other	(2.6)	0.6	3.2	(123.2%)
1 Adjusted net financial debt	303.3	208.8	(94.5)	(31.2%)
Gross Asset Value ⁽¹⁾	1,770.0	1,620.1	(149.9)	(8.5%)
Net loan-to-value⁽¹⁾	17.1%	12.9%	(4.3%)	
LTM Adj. EBITDA	93.4	120.0	26.6	28.5%
LTM Interest expense proforma ⁽²⁾	22.6	22.7	0.1	0.4%
NFD/LTM Adj. EBITDA	3.2x	1.7x	(1.5x)	
Interest coverage ratio⁽²⁾	4.1x	5.3x	1.2x	

Comments

- 1 Very strong liquidity position, no significant debt maturities until 2026, over € 350m in cash and several undrawn facilities available
- 2 All the land loans outstanding in Dec 20 have been repaid with the proceeds from the SSN issuance
- 3 As of H1, SSN accounts for € 300m and the remainder € 19.5m come from MARF commercial paper programme drawn (total available € 100m)
- 4 Adjustments for debt amortized costs and interests accrued as per IFRS

Sources of additional liquidity

€344m

Available from existing development loans

€39m

Restricted cash on balance sheet

€81m

Commercial paper program in MARF currently undrawn

€30m

RCF undrawn

Notes:

(1) Net LTV as Adj. NFD / GAV. GAV as per Savills as of June 2021

(2) ICR as LTM Adj. EBITDA / LTM interest expense proforma. LTM interest expense proforma for the bond after adding back interest expense capitalized as inventories under IFRS.

Appendix



**CÉLERE CUATRO CAMINOS
LA CORUÑA
2020**



Land bank breakdown as of H1 FY21



		39%	39%	13%	9%
		Work in progress and stock for BTS	Fully-Permitted land ⁽⁴⁾	Strategic Land ⁽⁴⁾	First Build-to-rent portfolio
Units	19,905	3,150	8,431	5,893	2,431 <i>o/w 241 already WIP</i>
GAV (€m) ⁽¹⁾	1,620	644	624	215	137
GDV (€m) ⁽¹⁾	4,964	877	2,299	1,332	457
Order book (units) ⁽²⁾	2,758	2,367 75%	391 5%	-	-
Order book (€m) ⁽²⁾	725	615 69%	110 5%	-	-
Geographical footprint⁽³⁾					

% of total GAV

Notes:

- (1) GAV and GDV as of June 2021 as per Savills
- (2) Order book as of June 2021
- (3) Geographical footprint as % of GAV

- (4) Includes 1,835 units under commercialization and 1,552 under design
- (5) Includes 241 units under construction and 2,190 under design

Q&A

vía
célere

CÉLERE SERENITY
MALAGA
2020



Célere
SERENITY
Calle Areto 2



Casas que innovan tu vida

91 557 27 39
<https://www.viacelere.com/en/investors>
investors@viacelere.es
C/Carlos y Guillermo Fernández Shaw, 1
Madrid 28007