



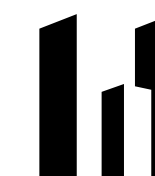
2024 ANNUAL GENERAL SHAREHOLDERS MEETING

MADRID, 9 MAY 2024



MERLIN
PROPERTIES

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2024
ANNUAL GENERAL
SHAREHOLDERS
MEETING



• Chairman's speech

Agenda items

• 2023 Operating performance

| 1 | 2 | 3 |

• 2023 Financial performance

• Value creation

• Digital Infrastructure Plan (MEGA) Update

• Sustainability

• Board of Directors composition

| 4 |

• Consultative assessment
of the Annual Remuneration Report

| 5 |

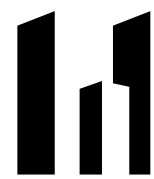
• Other proposals

| 6 | 7 | 8 |

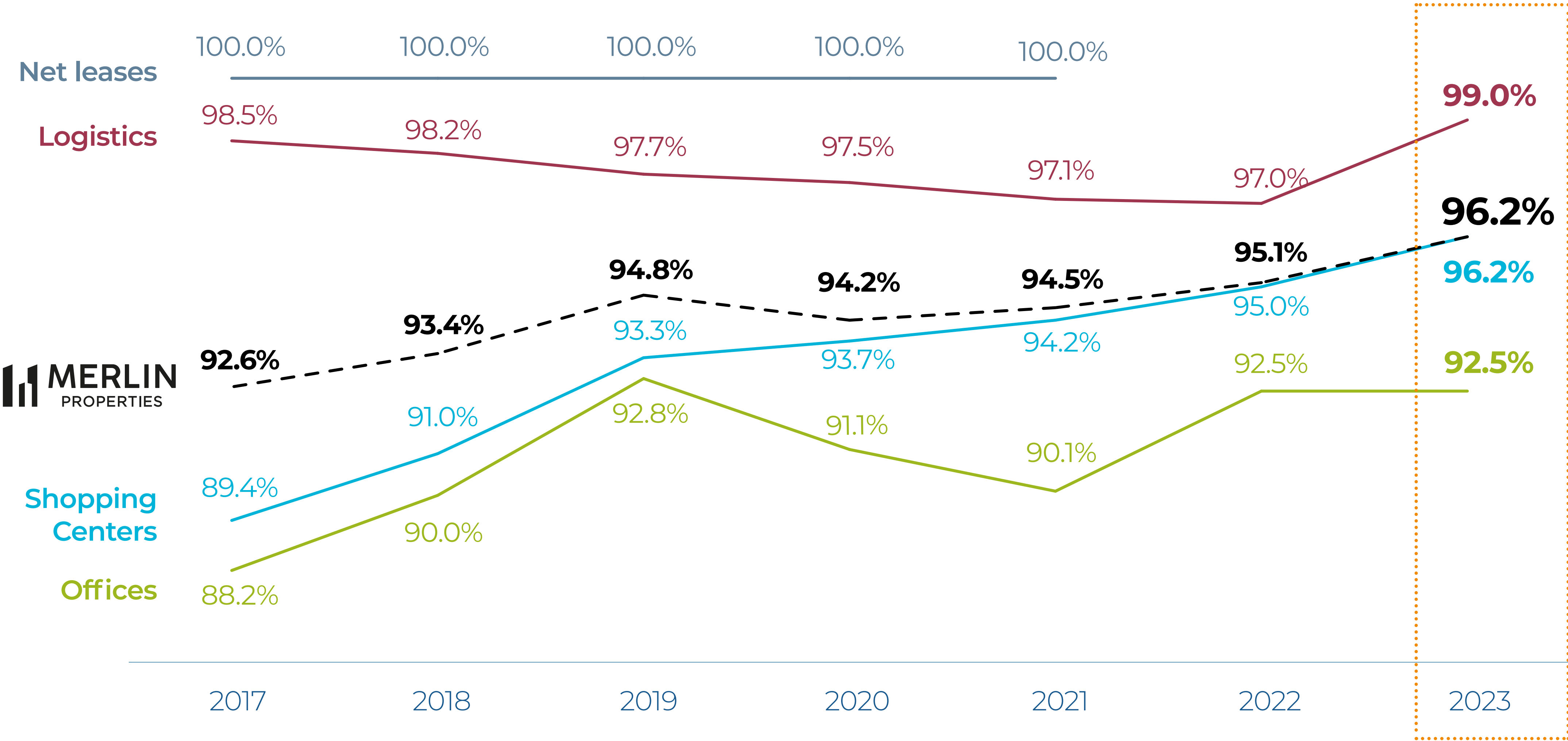


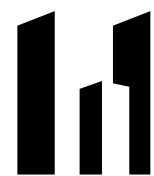
2023 OPERATING PERFORMANCE

Agenda items | 1 | 2 | 3 |

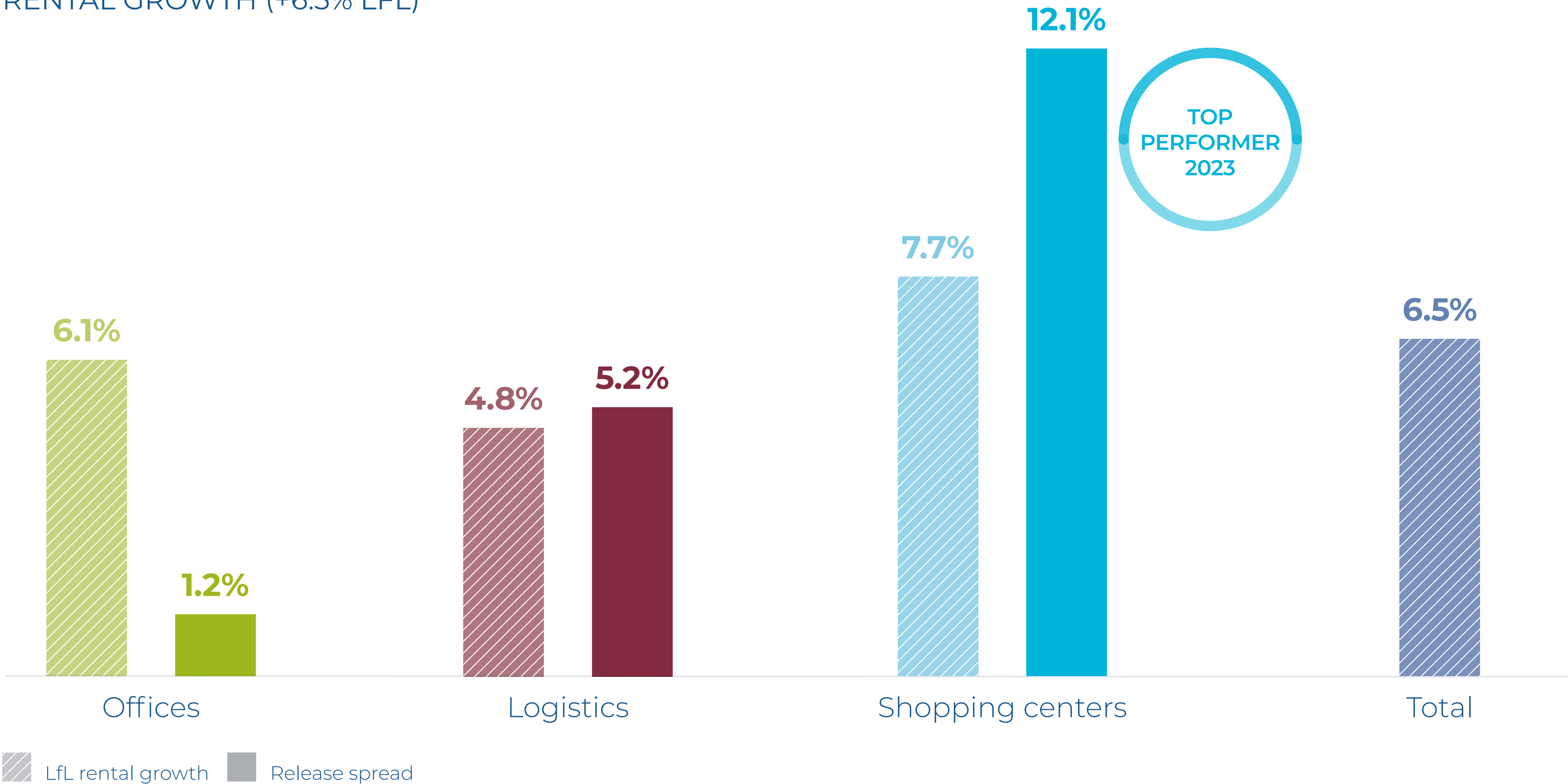


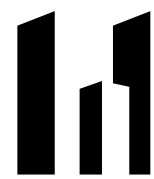
RECORD HIGH OCCUPANCY FOR THE PORTFOLIO (+110 BPS VS FY22)





STRONG OPERATING PERFORMANCE COMBINED WITH POSITIVE RELEASE SPREAD LEADING TO AN EXCELLENT RENTAL GROWTH (+6.5% LFL)





WITH THE COMING CHAMARTÍN OPERATION AND ROAD INFRASTRUCTURE IMPROVEMENTS, OCCUPANCY IN THE A-1 HAS INCREASED IN 60,000 SQM SINCE 2018, EQUIVALENT TO +13% OCCUPANCY GAIN

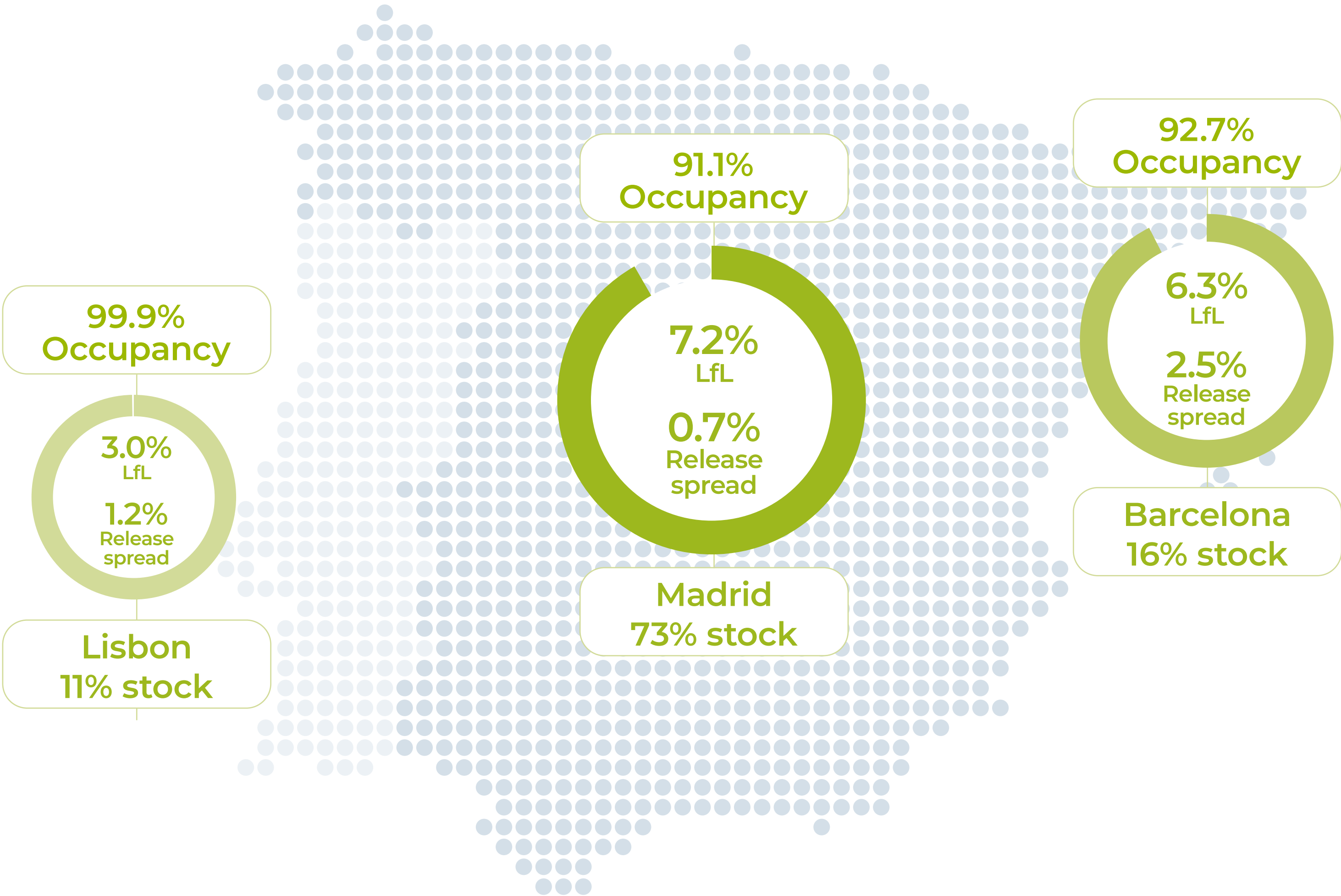
1,321,332 sqm
GLA⁽¹⁾

92.5%
Occupancy

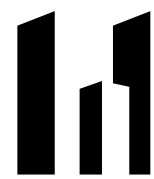
6.1%
LfL rental growth

1.2%
Release spread

301,798 sqm
contracted in 2023



⁽¹⁾ Including offices WIP



KPIs

: 12 spaces

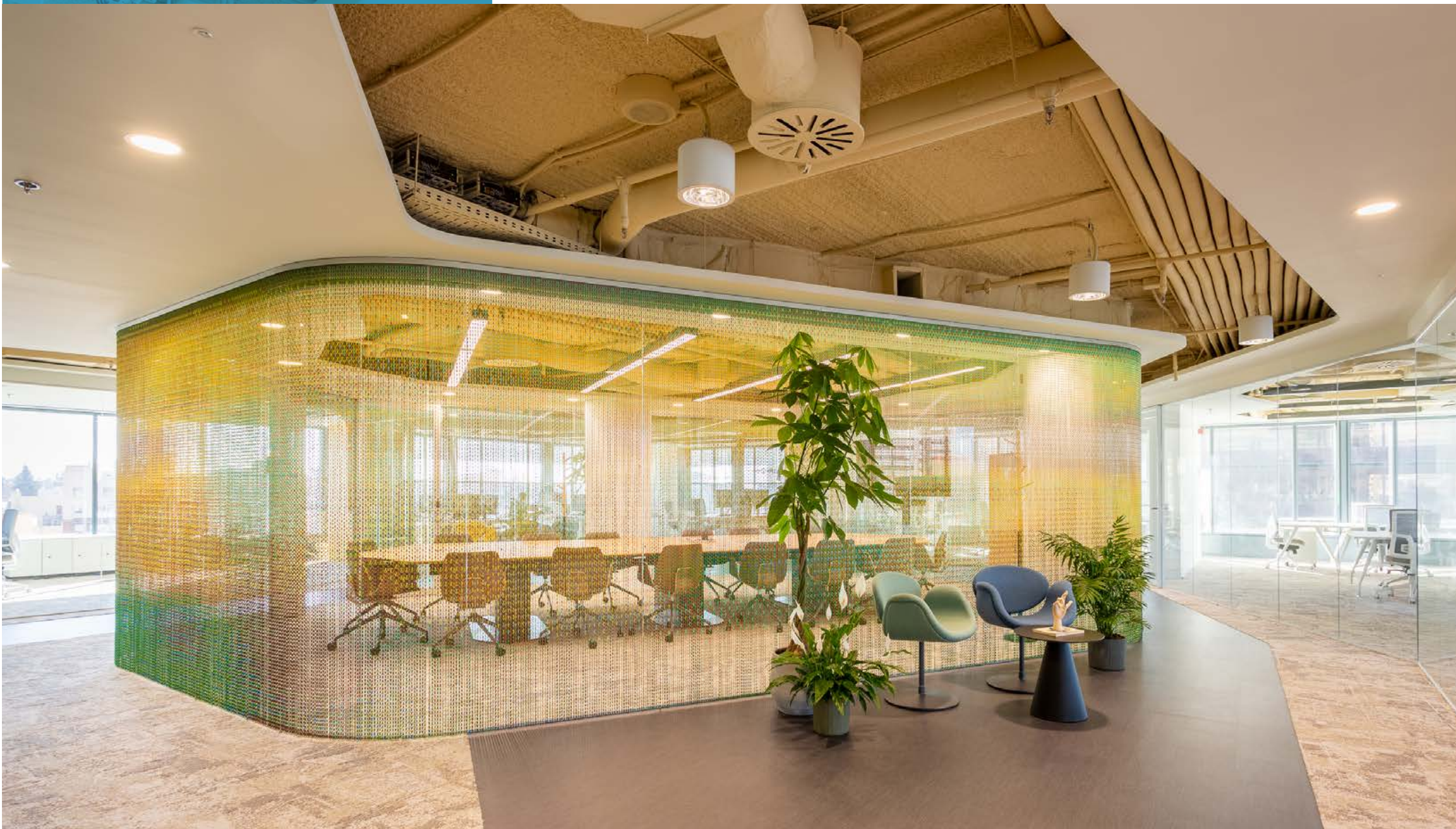
: 2,703 desks

: 26,748 sqm

: 84% occupancy

: € 375 ADR⁽¹⁾

New opening 2023



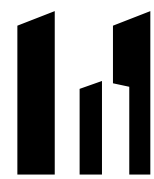
Castellana 85. 275 desks



Plaza Cataluña P4. 80 desks

Plaza Cataluña 9 has received the Architizer A+ Award for the best co-working in the world

⁽¹⁾ ADR: Average monthly desk rate



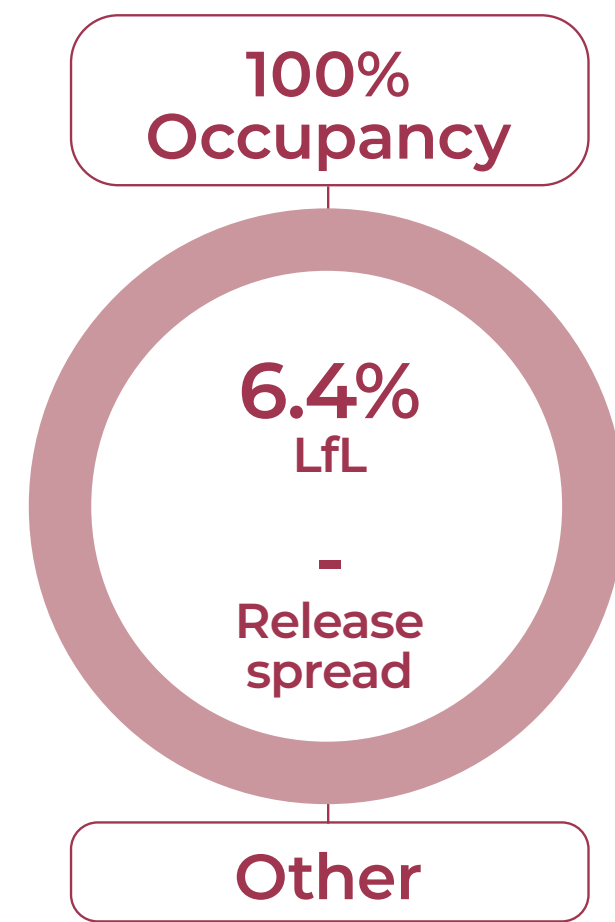
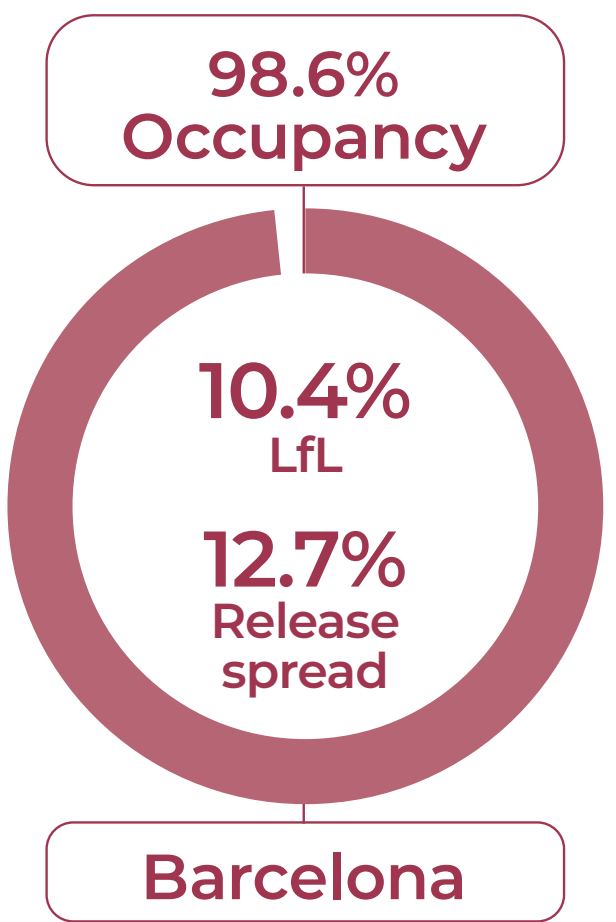
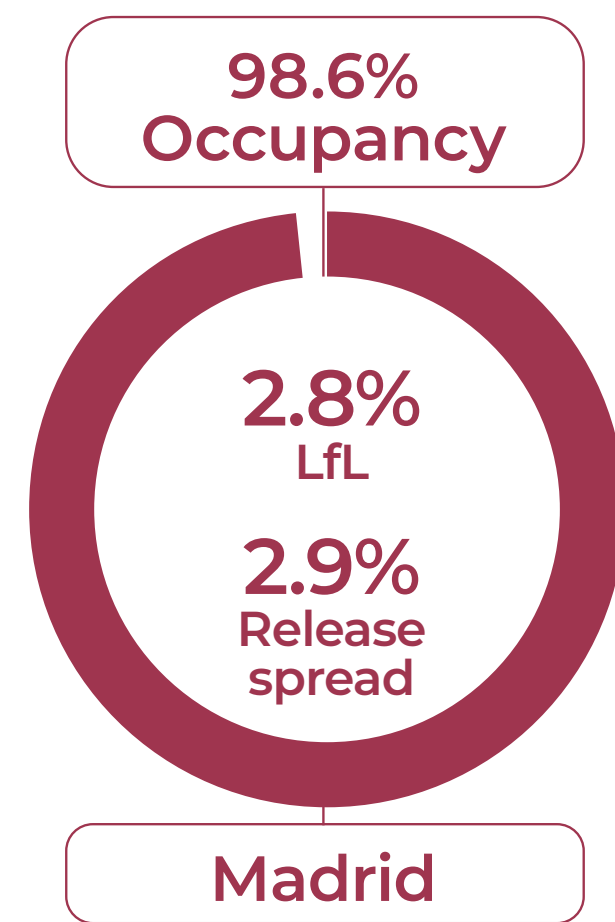
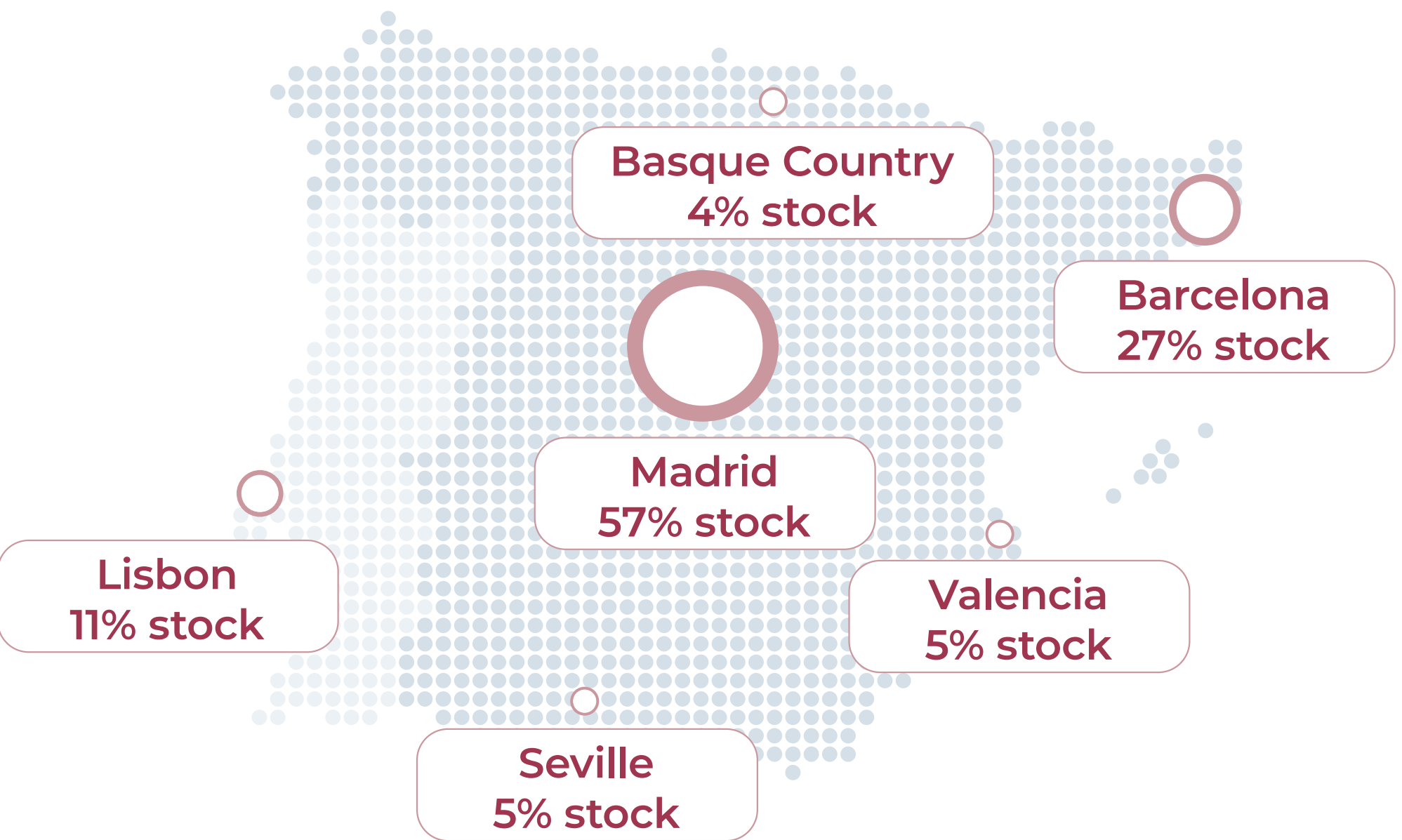
2,825,161 sqm
Under management GLA⁽¹⁾

99.0%
Occupancy

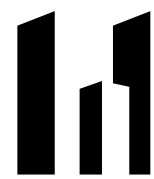
4.8%
LfL rental growth

5.2%
Release spread

297,902 sqm
contracted in 2023



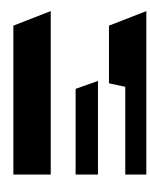
⁽¹⁾ Including 100% of ZAL Port and logistics WIP



ANOTHER STRONG PERFORMING YEAR IN ZAL PORT



⁽¹⁾ After deducting leasehold concession charge



TOP PERFORMER ASSET CLASS IN 2023

13 assets
(499,289 sqm GLA)⁽¹⁾

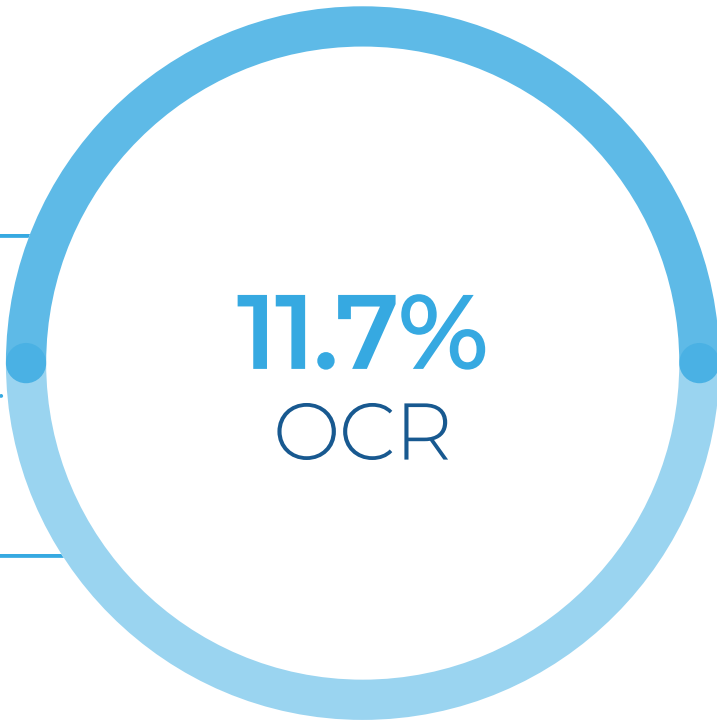
96.2%
Occupancy

7.7%
LfL rental growth

12.1%
Release spread

38,672 sqm
contracted in 2023

	vs FY22	vs FY19
Footfall	+5.0%	+1.2%
Tenant sales	+10.7%	+14.0%



9,000 sqm signed
with **LEADING** operators



20% contracts signed with
NEW OPERATORS in the portfolio



8 operators
signed their **2nd SHOP**



Disposal of 2 non-core
shopping centers



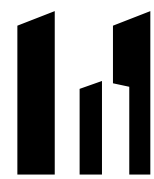
⁽¹⁾ Including 100% of Tres Aguas



A

2023 FINANCIAL PERFORMANCE

Agenda items | 1 | 2 | 3 |



€ million

Revenues
488
+6% YoY

GRI
476
+5% YoY

NOI
404
90% NOI margin

EBITDA
367
77% EBITDA margin



Offices

GRI
€ 255m

% growth
+5.0%



Logistics

€ 80m

+9.1%

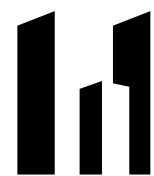


Shopping Centers

€ 126m

+1.6%
(+7.7% excl. asset sales)





€ million

FFO

284

AFFO⁽¹⁾

263

IFRS Net profit

(84)

EPRA NTA

7,083

€ per share

FFO

0.61

+9.6% YoY

Excl. Tree Disposal

AFFO⁽¹⁾

0.56

IFRS Net profit

(0.18)

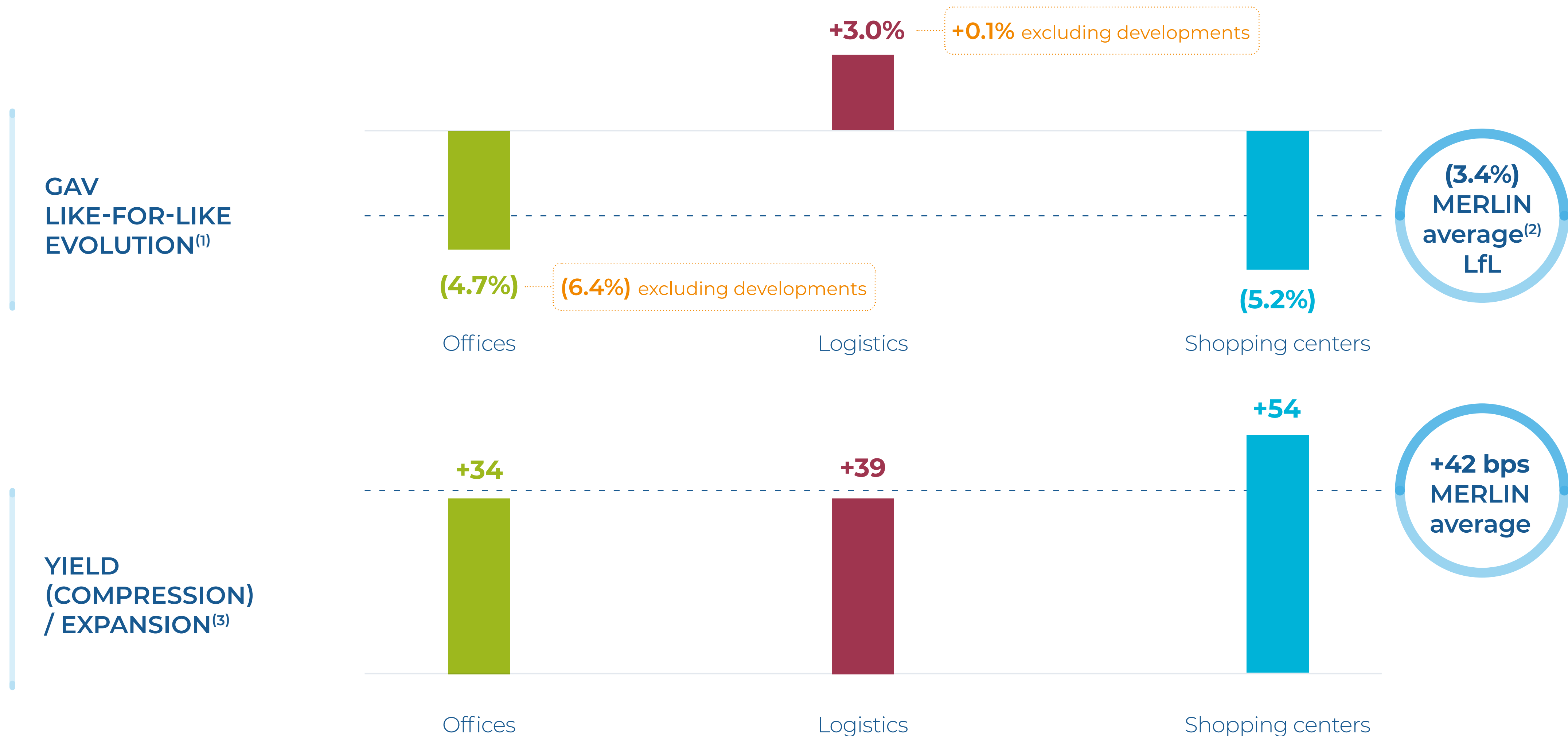
EPRA NTA

15.08

⁽¹⁾ Recurring FFO less recurring investments in the portfolio



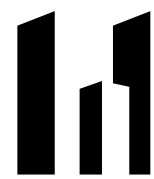
SINCE 2020, YIELDS HAVE EXPANDED BY 95 BPS



⁽¹⁾ GAV of WIP projects included under its respective asset class for LfL purposes

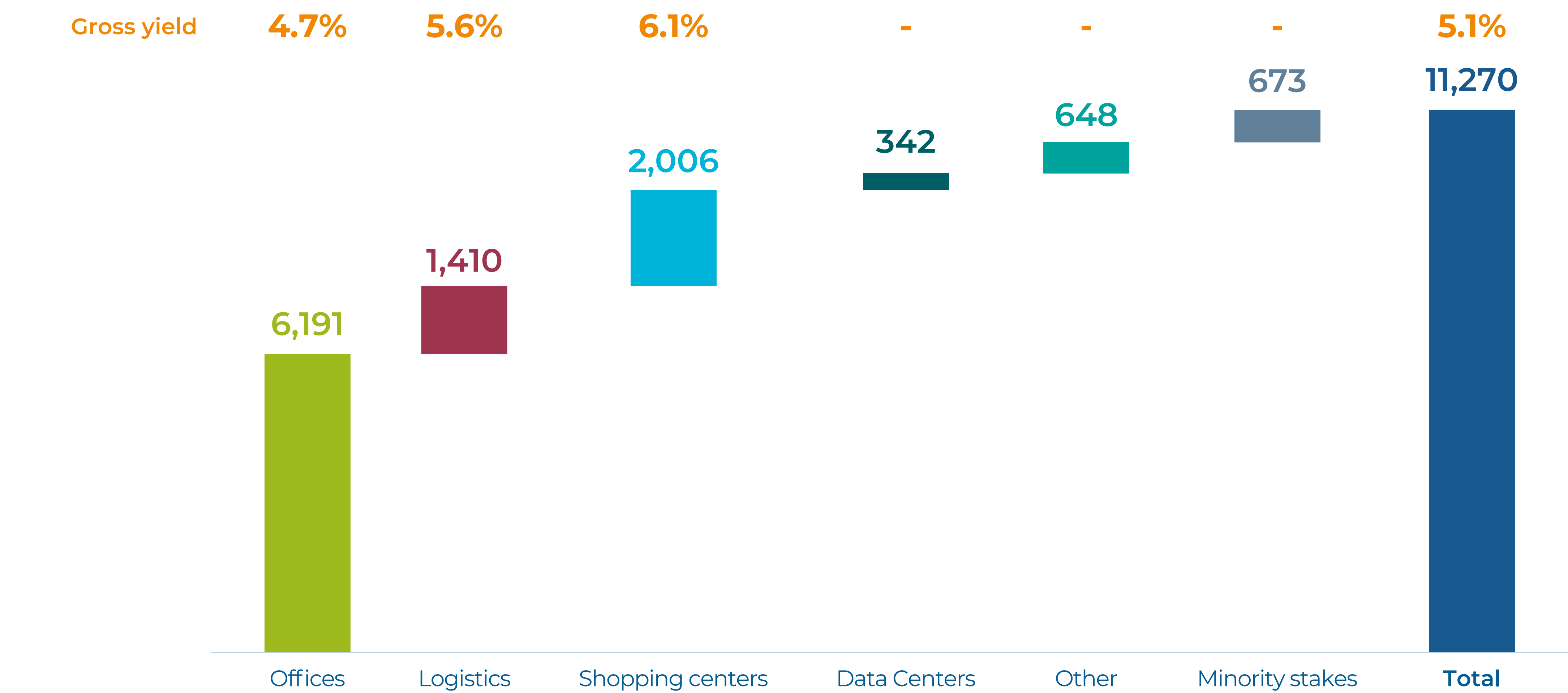
⁽²⁾ Including equity method

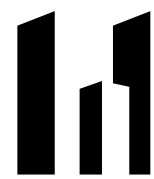
⁽³⁾ Based on passing rent



€ 11,270 MILLION ASSET PORTFOLIO VALUATION

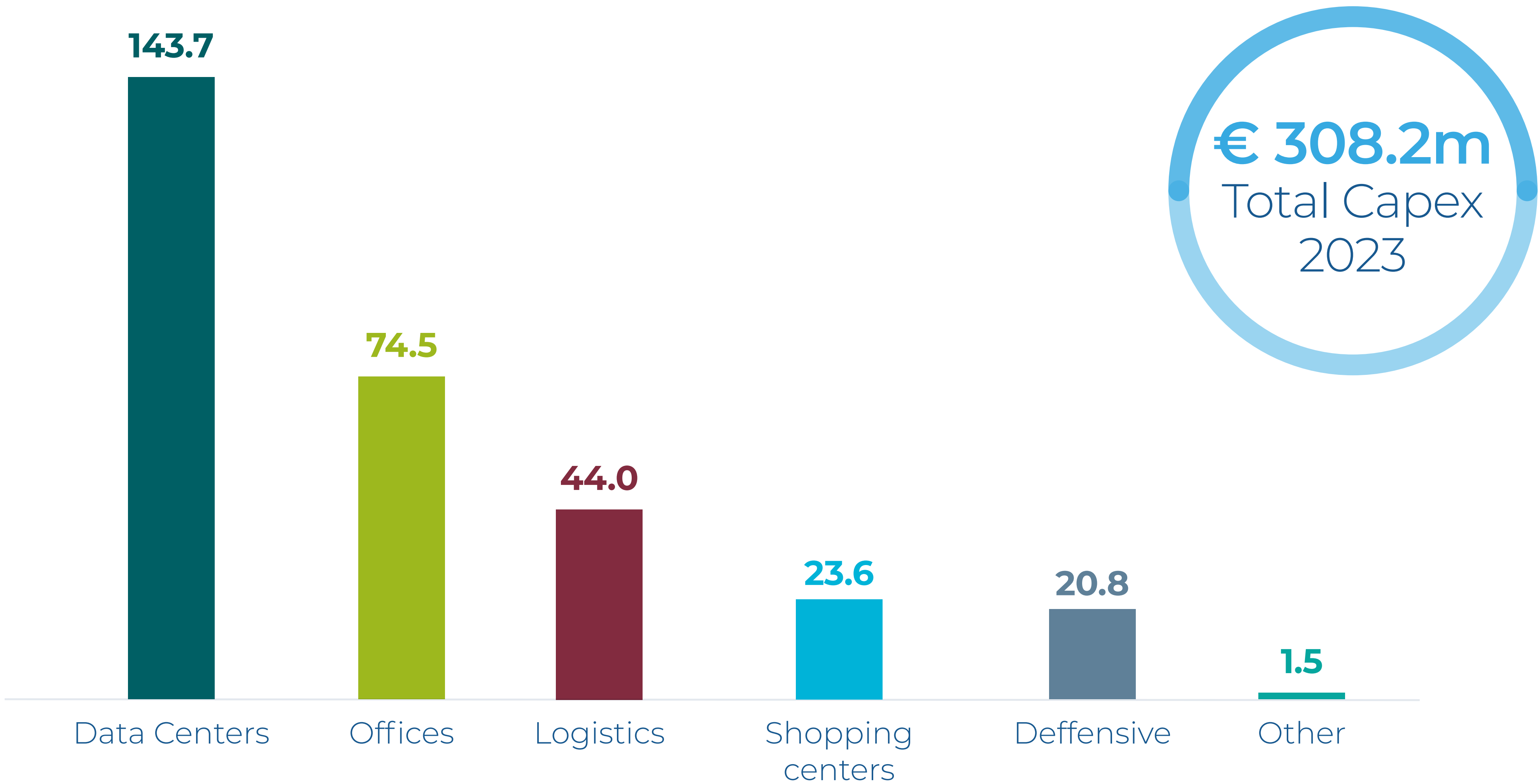
GAV (€ million)

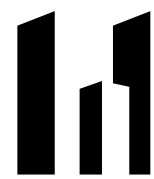




2023 CAPEX HAS BEEN FOCUSED ON DATA CENTERS

€ million





FINANCIAL DISCIPLINE: LONG MATURITIES AND FULLY HEDGED DEBT

€ million

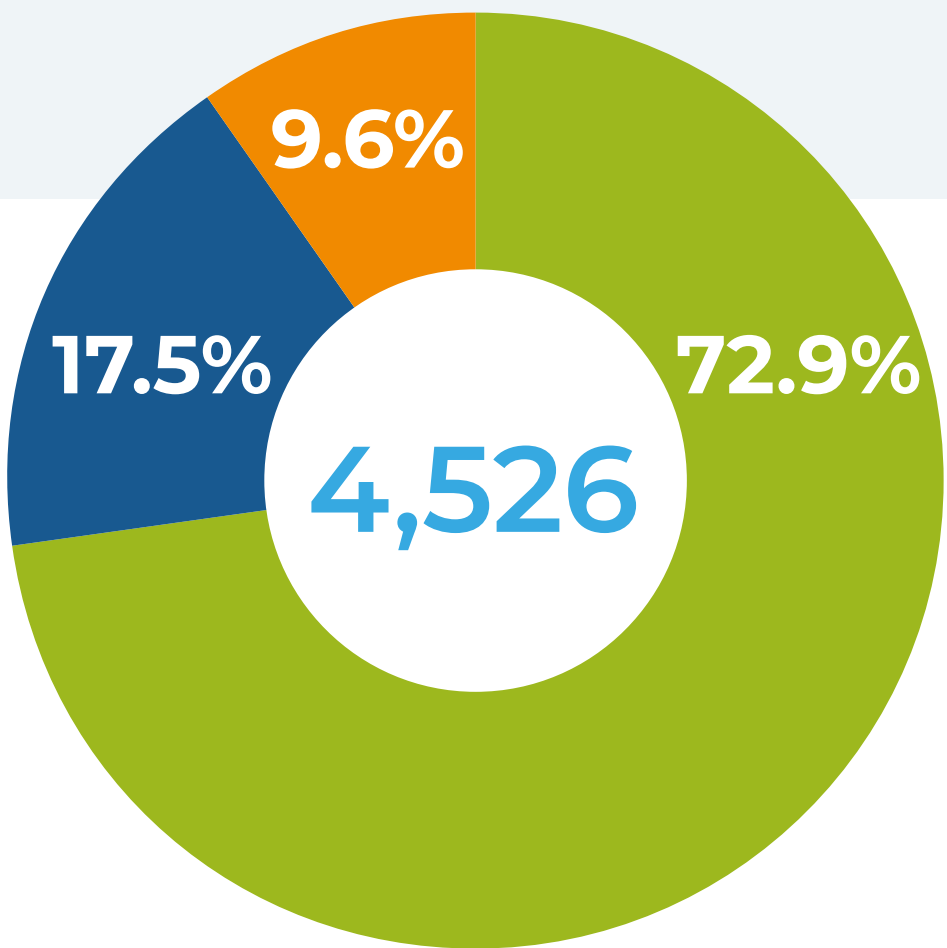
Gross financial debt

Net financial debt

Liquidity position

4,050

1,309



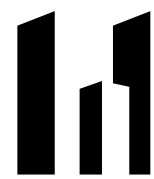
Unsecured green bonds
Unsecured green loans
Mortgage green loans

LTV
35.0%

Av. maturity
5.1 years

Av. interest rate
2.38%

Fixed rate debt
99.7%

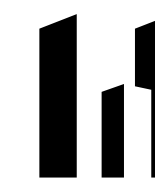


S&P RATING UPGRADED TO **BBB+**

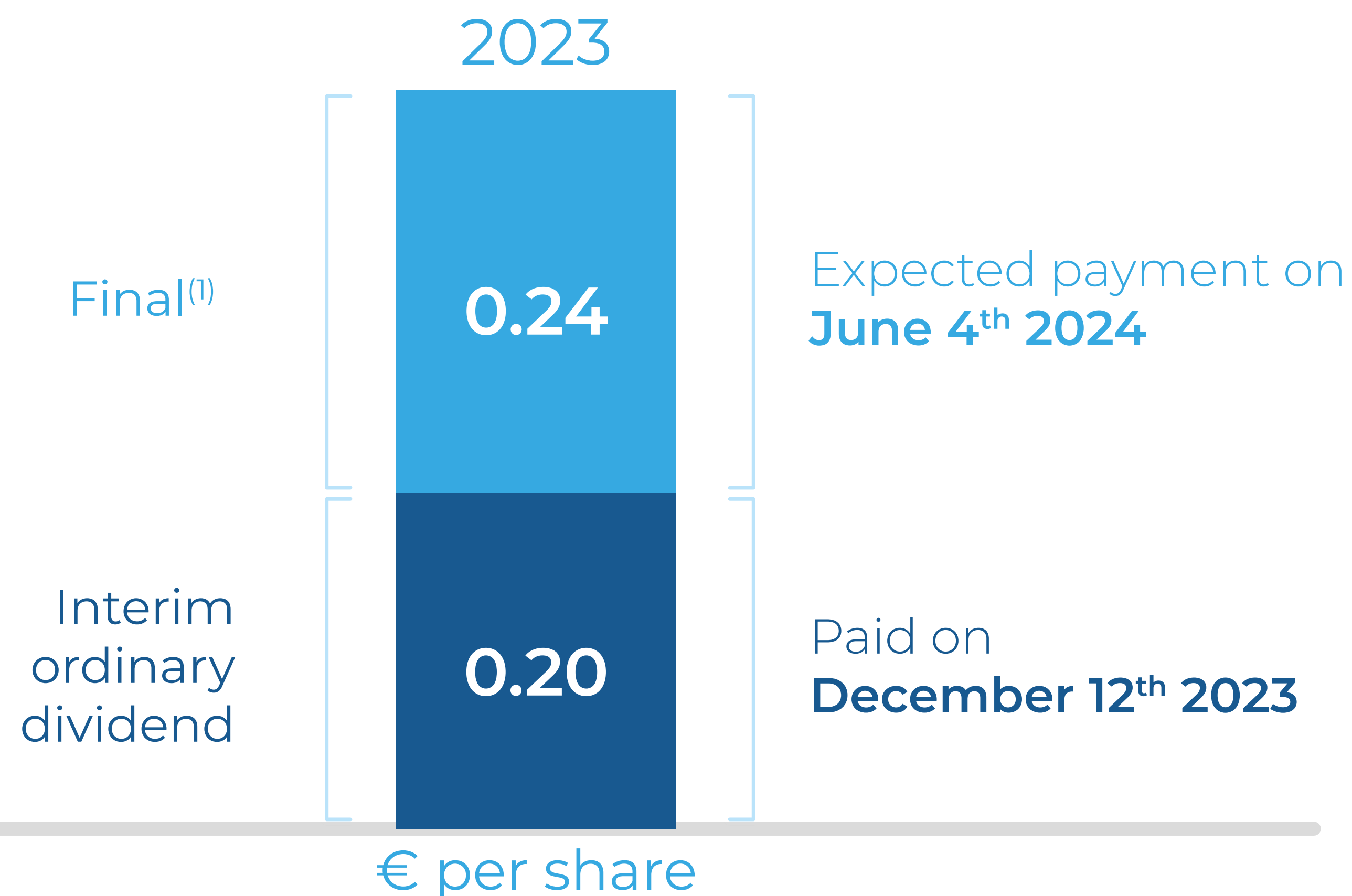


S&P Global
MOODY'S

BBB+ Stable
Baa2 Positive



€ 0.44 P.S. FROM 2023 RESULTS, INCLUDING € 0.24 P.S. TO BE PAID IN 2024

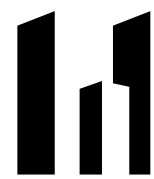


⁽¹⁾ € 0.23 p.s. share premium and € 0.01 p.s dividend



VALUE CREATION

Agenda items | 1 | 2 | 3 |



FULLY LET TO TIER-1 TENANTS



GLA
36,899 sqm
Post Refurbishment
5,323 sqm created



an IBM Company



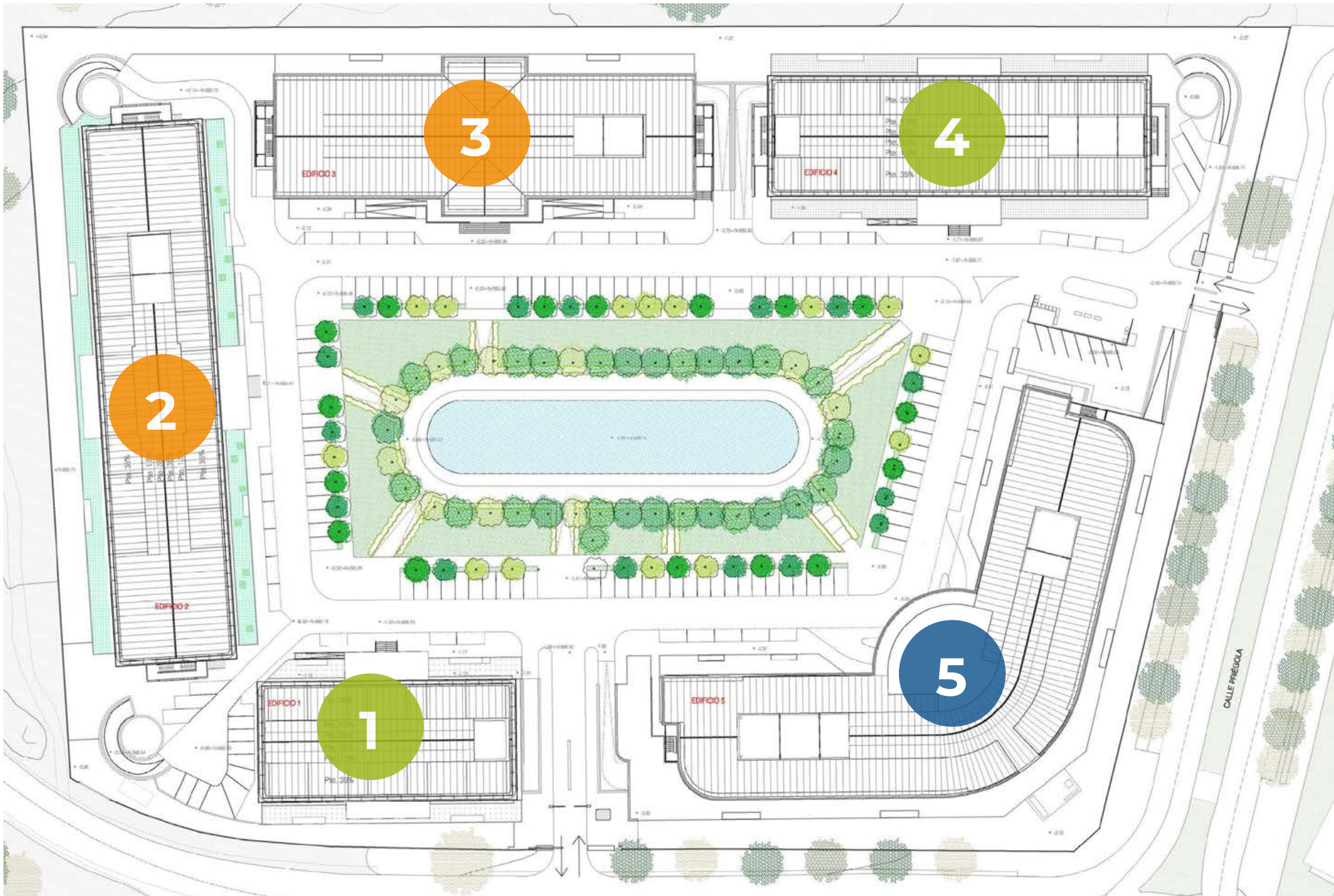
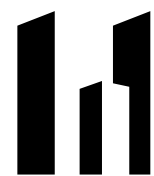


LOOM

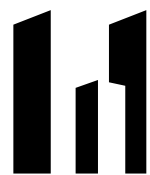



WiredScore
PLATINUM





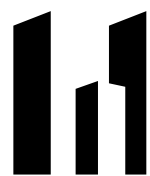
1 FINISHED REFURBISHMENT Leased 100% 4,326 sqm FUJITSU	2 WIP START OF WORKS 2Q24 Active leasing activity 8,570 sqm Delivery 2Q25	3 WIP START OF WORKS 1Q24 Active leasing activity 6,646 sqm Delivery 1Q25	4 FINISHED REFURBISHMENT Leased 100% 6,511 sqm NETCO® Greenergy SHISEIDO	5 REFURBISHMENT Phase III 10,899 sqm
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GLA
19,893 sqm

DELIVERY
3Q25

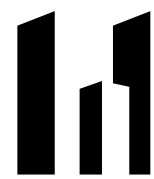




GLA
17,315 sqm
Post Refurbishment
805 sqm created

DELIVERY
3Q26

Most iconic property
in the prime
location of Lisbon



6 new openings in 2024



Plaza Ruiz Picasso. 358 desks



Castellana 280. 198 desks



Partenón 12. 169 desks



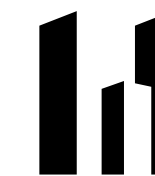
Plaza Cataluña extension. 80 desks



Torre Glòries extension. 75 desks

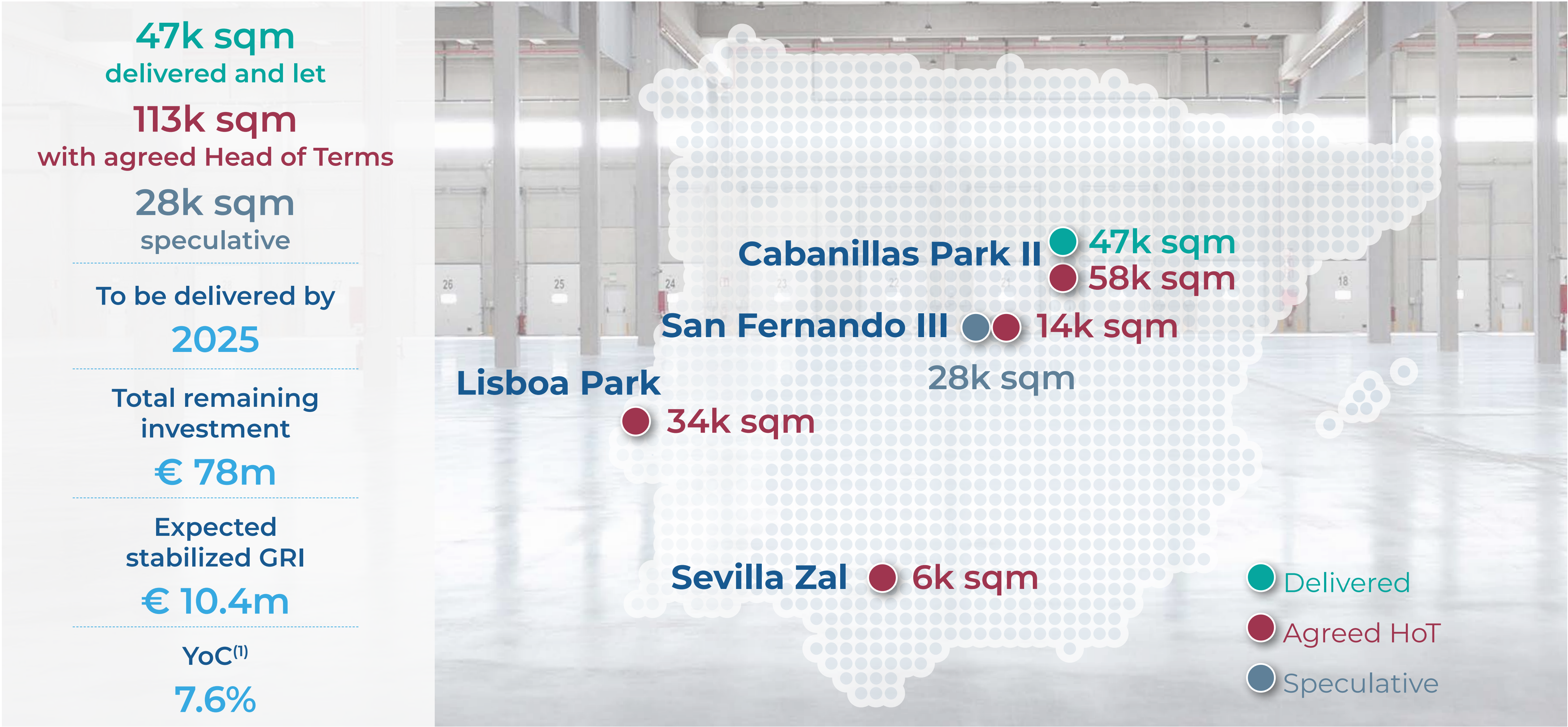
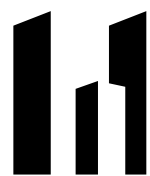


Pedro de Valdivia 10. 70 desks



Delivered 1Q24
and fully let to





⁽¹⁾ Including land cost

**416k sqm**

Mid & long term pipeline
with 98k sqm under HoT

Pending Capex

€ 223m

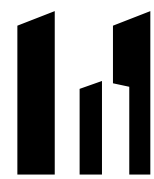
Expected stabilized GRI

€ 23.8m

YoC⁽¹⁾

±7.0%

⁽¹⁾ Including land cost



GLA
10,550 sqm
Post Refurbishment
908 sqm created

DELIVERY
4Q25 - 1Q26

TOTAL CAPEX
€ 27.6m

Callao

72%
Pre-let



GLA
118,103 sqm
Post Refurbishment
17,526 sqm created

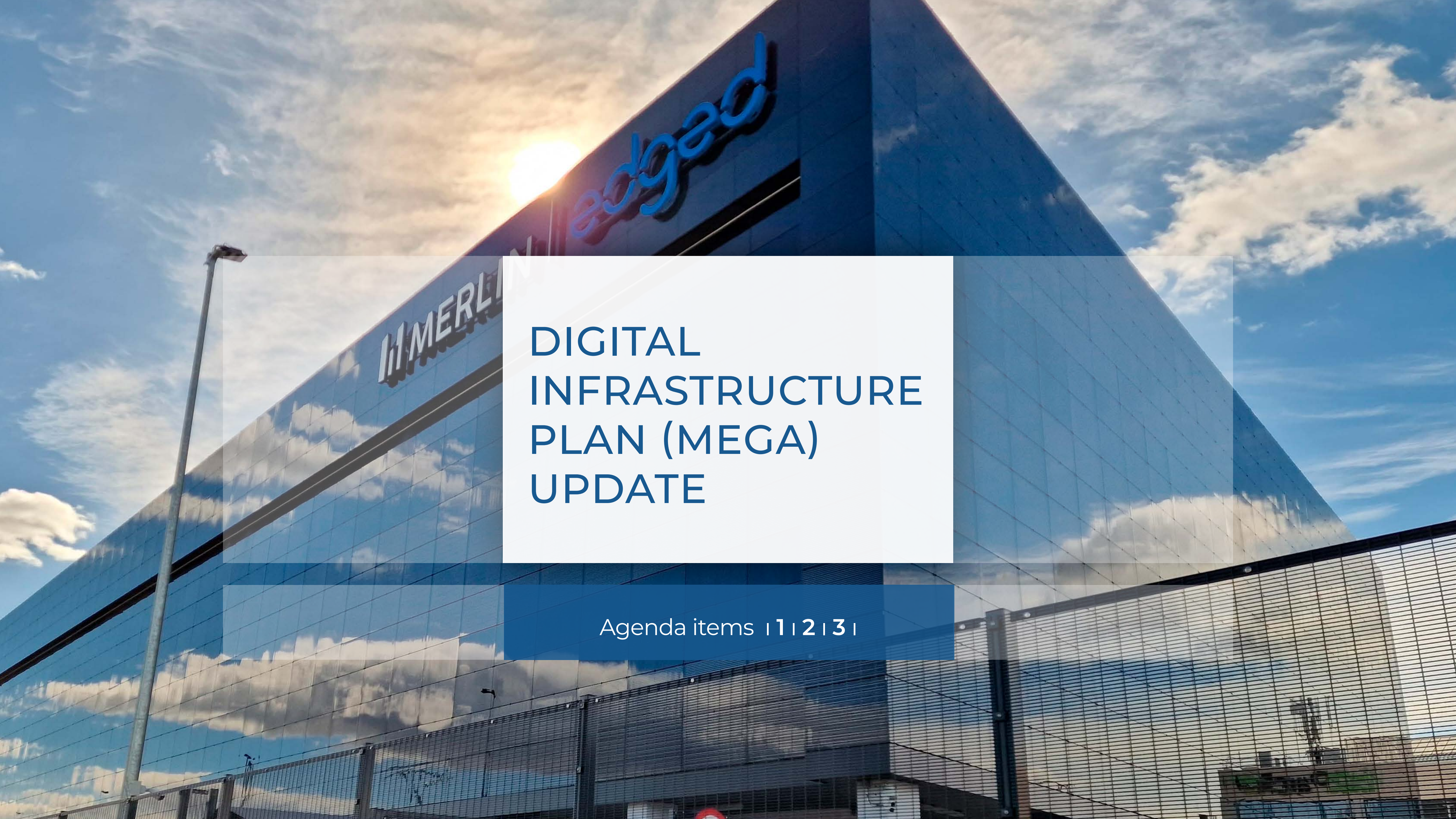
DELIVERY
2S25

TOTAL CAPEX
€ 43.7m

**Marineda City
(extension)**

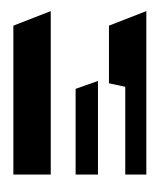
45%
Pre-let



A low-angle photograph of a modern glass skyscraper, the Merlin Edge, reaching towards a blue sky with scattered white clouds. The sun is visible near the top of the building, creating a lens flare effect. The building's facade is highly reflective, mirroring the sky and clouds. A semi-transparent white rectangular box is centered over the middle of the image, containing the main title. Below this box, a solid blue horizontal bar contains the agenda items. The overall composition is dynamic and professional, emphasizing the company's modern infrastructure.

DIGITAL INFRASTRUCTURE PLAN (MEGA) UPDATE

Agenda items | 1 | 2 | 3 |



99.9999%

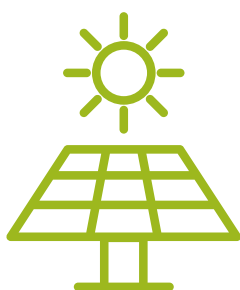
Estimated “**six nines**”
of availability



Leader in **energy efficiency with 1.15 annualized PUE**, which is ca. 200 GWh/year savings compared to the global average of 1.59 PUE



Zero water cooling (WUE of 0 liters/kWh)
Savings of ca. 1.4 bn l/year compared to the world average of 1.8 WUE



100% renewable
energy for carbon neutral operations



Carrier-neutral
with connection to multiple providers



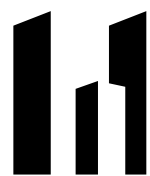
Supports **AI-suitable** rack densities up to **70 kW** with air cooling and **200 kW** with liquid cooling plug and play integration



Built-in resiliency with **advanced microgrid** capability with two hours of on-site battery storage



Continuous systems monitoring and secure **DCIM controls platform** covering all mechanical and power systems



260 MW LICENSED DC WITH POWER IN SPAIN AND PORTUGAL



Bilbao - Arasur

Biggest DC campus in Spain

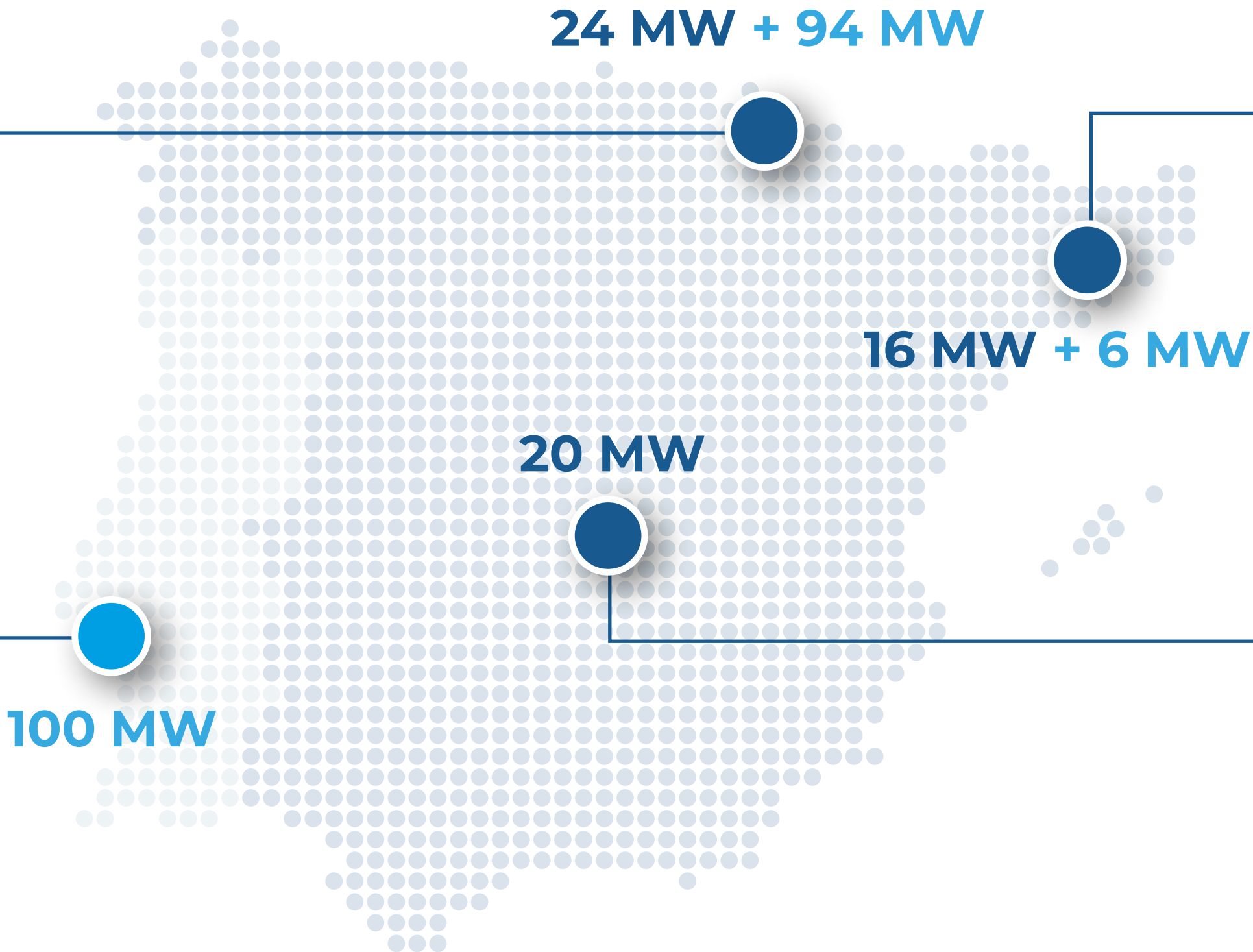
In operation / Under development



Lisbon - VFX

Biggest DC campus in Portugal

Licensed DC development



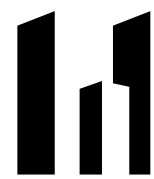
Barcelona - PLZF

In operation



Madrid - Getafe

In operation



Madrid - Getafe



Barcelona - PLZF



Bilbao - Arasur

IT capacity

20 MW

16 MW

24 MW

Electricity

✓
(scheduled)



Equipment
to be received

8 MW in 2024
12 MW in 2025

16 MW in 2024

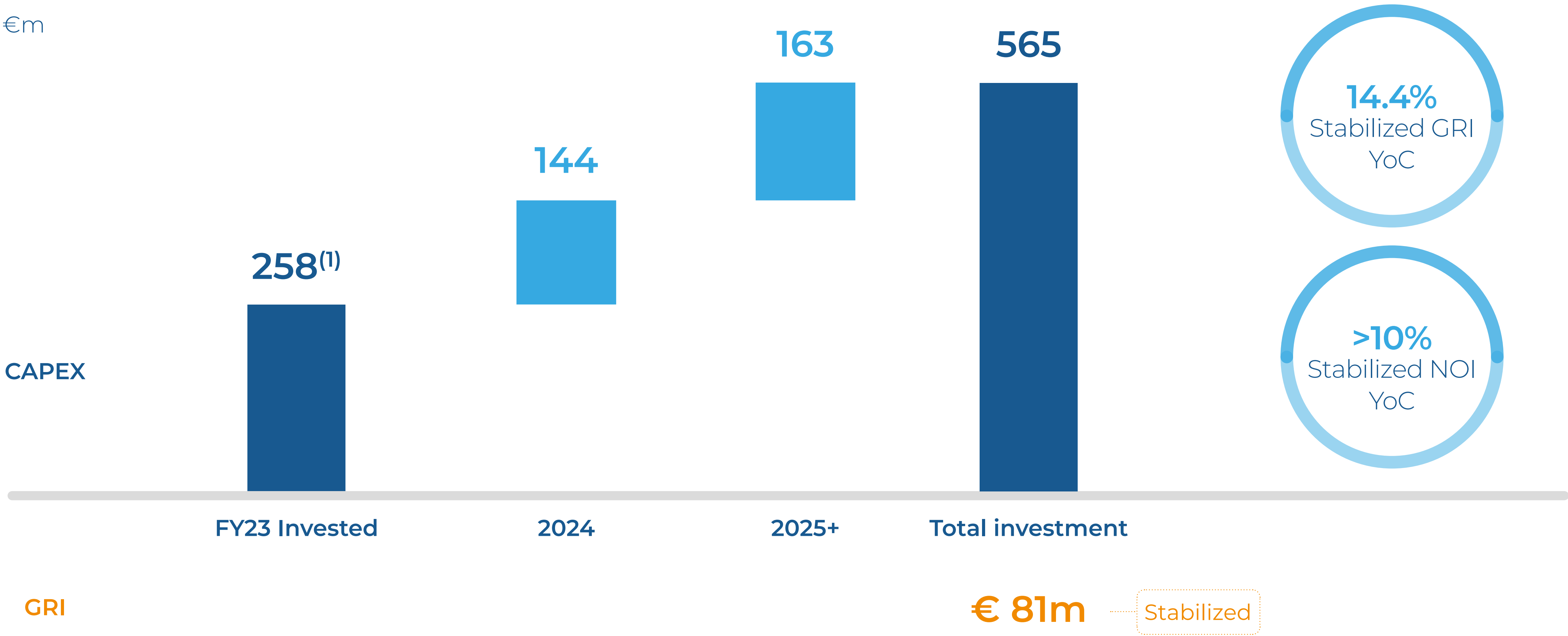
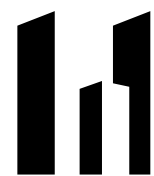
18 MW in 2024
6 MW in 2025

Bookings

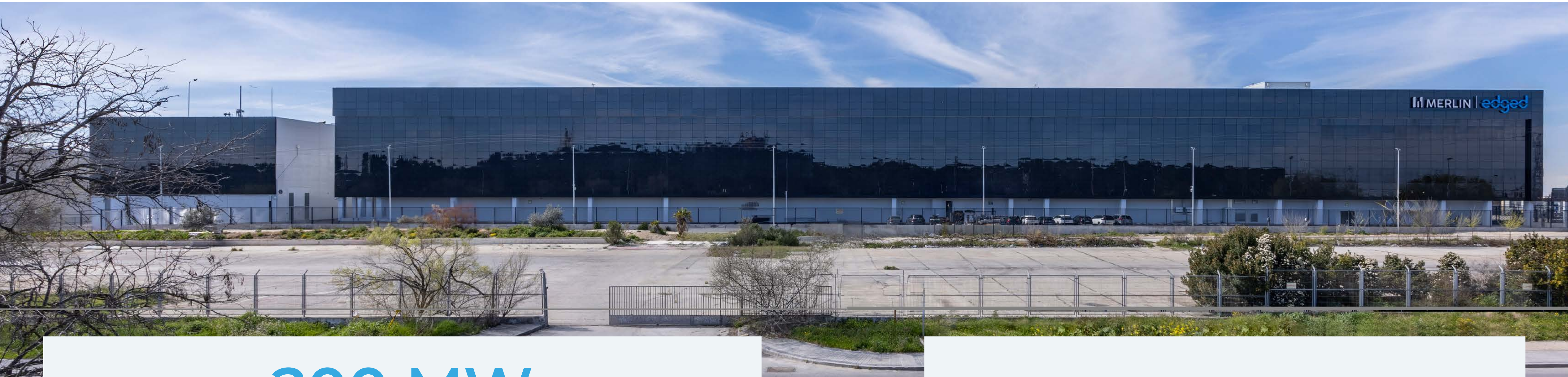
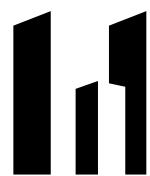
70%

100%

100%



⁽¹⁾ € 306m including down payments and pre-orders



200 MW
fully licensed and electrified

Key 2024 Milestones

Under development

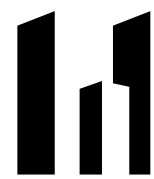
100 MW
in Lisbon - VFX

+94 MW
in Bilbao - Arasur
(extension)

+6 MW
in Barcelona - PLZF
(repowering)

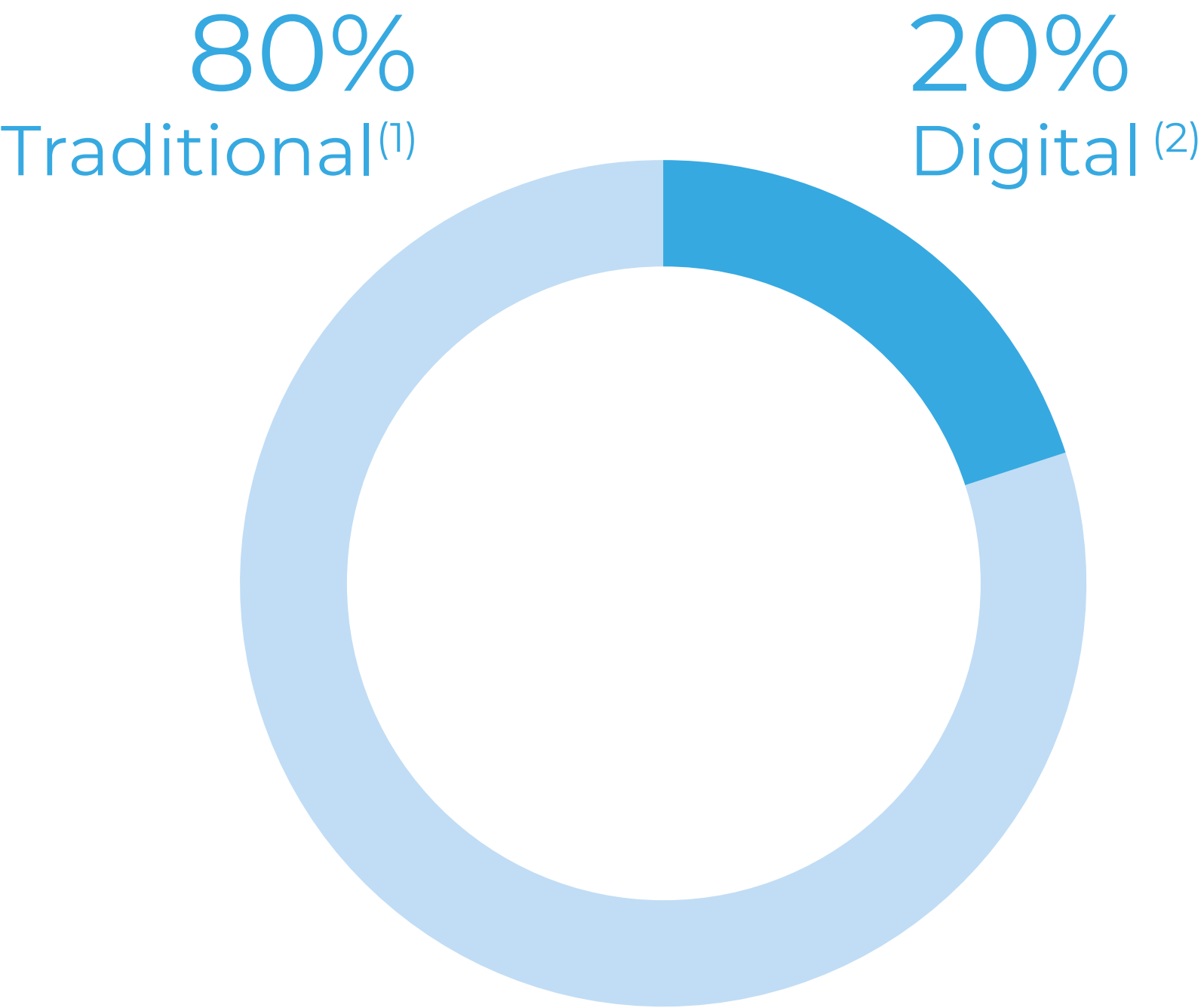
Construction
tendering

Begining of works
(expected in 4Q 24)

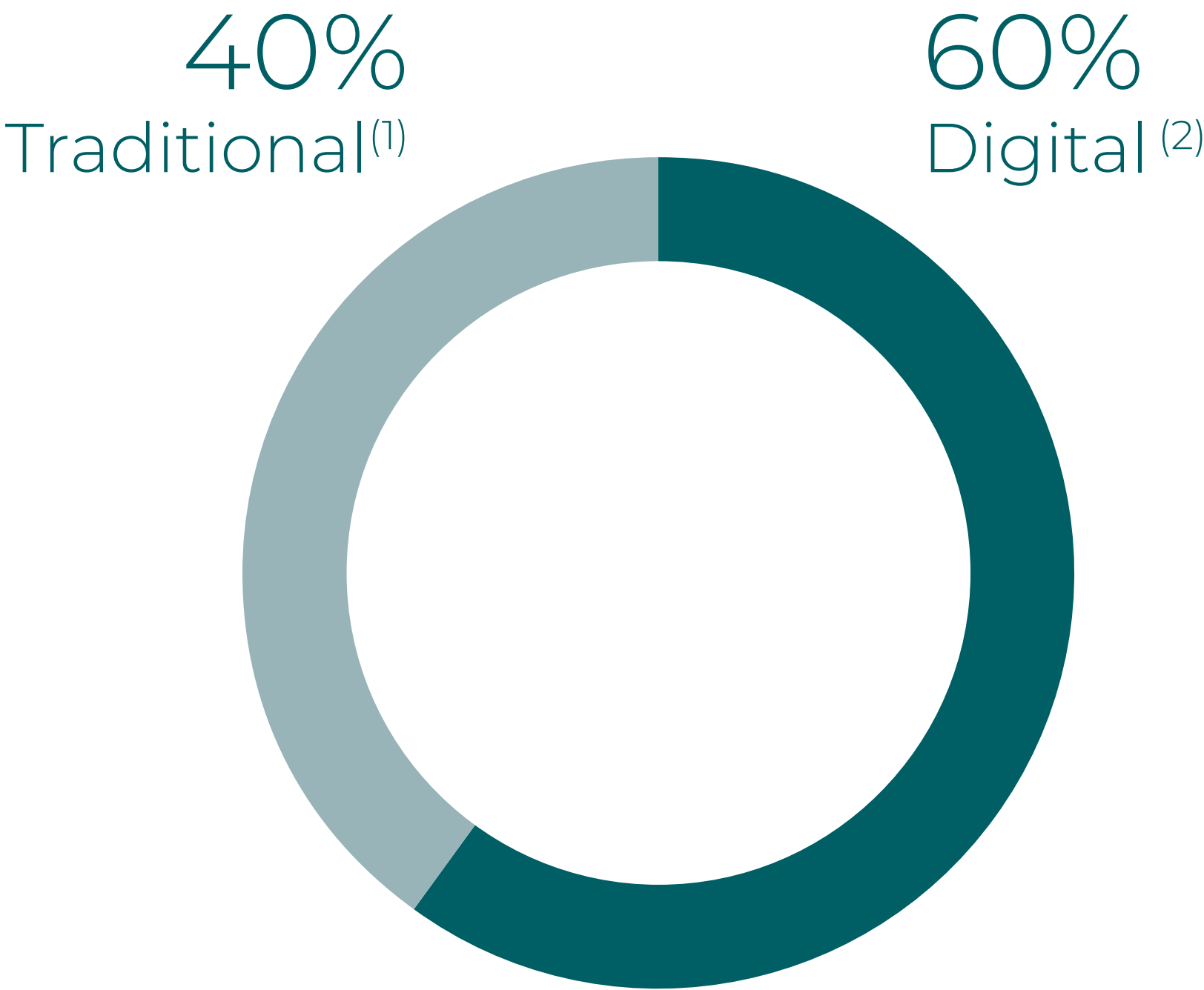


DATA CENTER STRATEGY IS TRANSFORMATIONAL FOR MERLIN

Actual



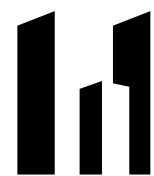
Mid-term: Mega Plan Phase I & II (260MW)



⁽¹⁾ Offices + Shopping centers
⁽²⁾ Data centers + e-commerce related logistics

SUSTAINABILITY

Agenda items | 1 | 2 | 3 |



5. Inclusion in the **Dow Jones Sustainability World Index** (only 5 European companies) for the 1st time and inclusion for the 3rd year in a row in the **European Dow Jones Sustainability Index**

4. **€ 1.1 bn of green financings**

1. Green clause
in all new contracts

2. Embodied carbon
maximum limits in developments

Offices
500
kgCo₂/sqm

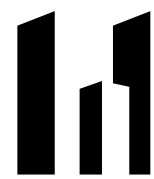
Logistics
400
kgCo₂/sqm

Shopping centers
500
kgCo₂/sqm

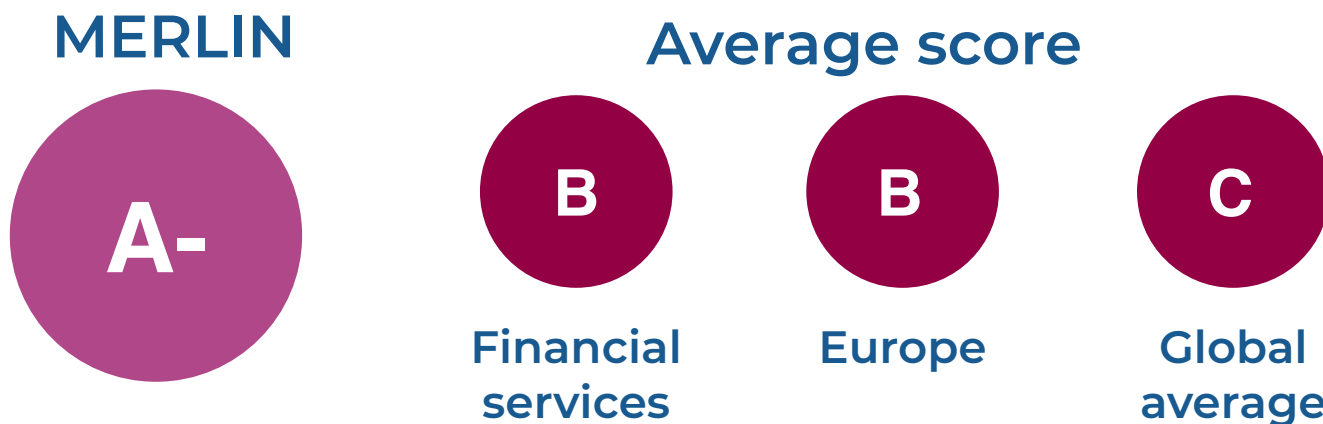
3. 14.9 MW solar panels installed⁽¹⁾
(4.2% self -production)

5 main milestones achieved this year

⁽¹⁾ Additional 30.5MW to develop



Inclusion for
3rd year in a row in the **Europe** DJSI
+1st time in the **World** DJSI



7.2
Top 1%
(negligible risk)



83%
Average peers: 69%



69%
Average sector: 37%

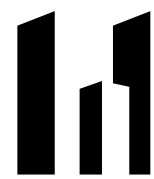


#1
IBEX-35

A modern lounge interior with a warm, red-toned wall. In the foreground, there's a long, low red table with several green armchairs. In the background, there are more green armchairs, a television, and a white reception desk. The floor is covered in a patterned rug.

BOARD OF DIRECTORS COMPOSITION

Agenda items | 4 |



7 DIRECTORS ARE UP FOR REELECTION, 3 NEW BOARD MEMBERS

4 Proprietary

Santander

Javier García Carranza
Non-executive Chairman

●

Santander

Julia Bayón
Proprietary Director

●

Santander

Francisca Ortega
Proprietary Director

● ●

NORTIA
CAPITAL INVESTMENT
HOLDING

Juan Antonio Alcaraz
Proprietary Director

●

2 Executive

MERLIN
PROPERTIES

Ismael Clemente
CEO & Executive Vice-Chairman

●

MERLIN
PROPERTIES

Miguel Ollero
Executive Director (COO)

8 Independent

María Luisa Jordá
Independent Director

● ●

Ana García Fau
Independent Director

● ● ●

Emilio Novela
Independent Director
Lead Independent Director

● ● ●

Juan María Aguirre
Independent Director

● ●

Fernando Ortiz
Independent Director

●

Donald Johnston II
Independent Director

● ●

Inés Archer
Independent Director

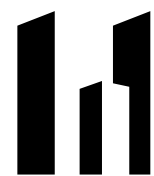
Pilar Caveró
Independent Director

● ●

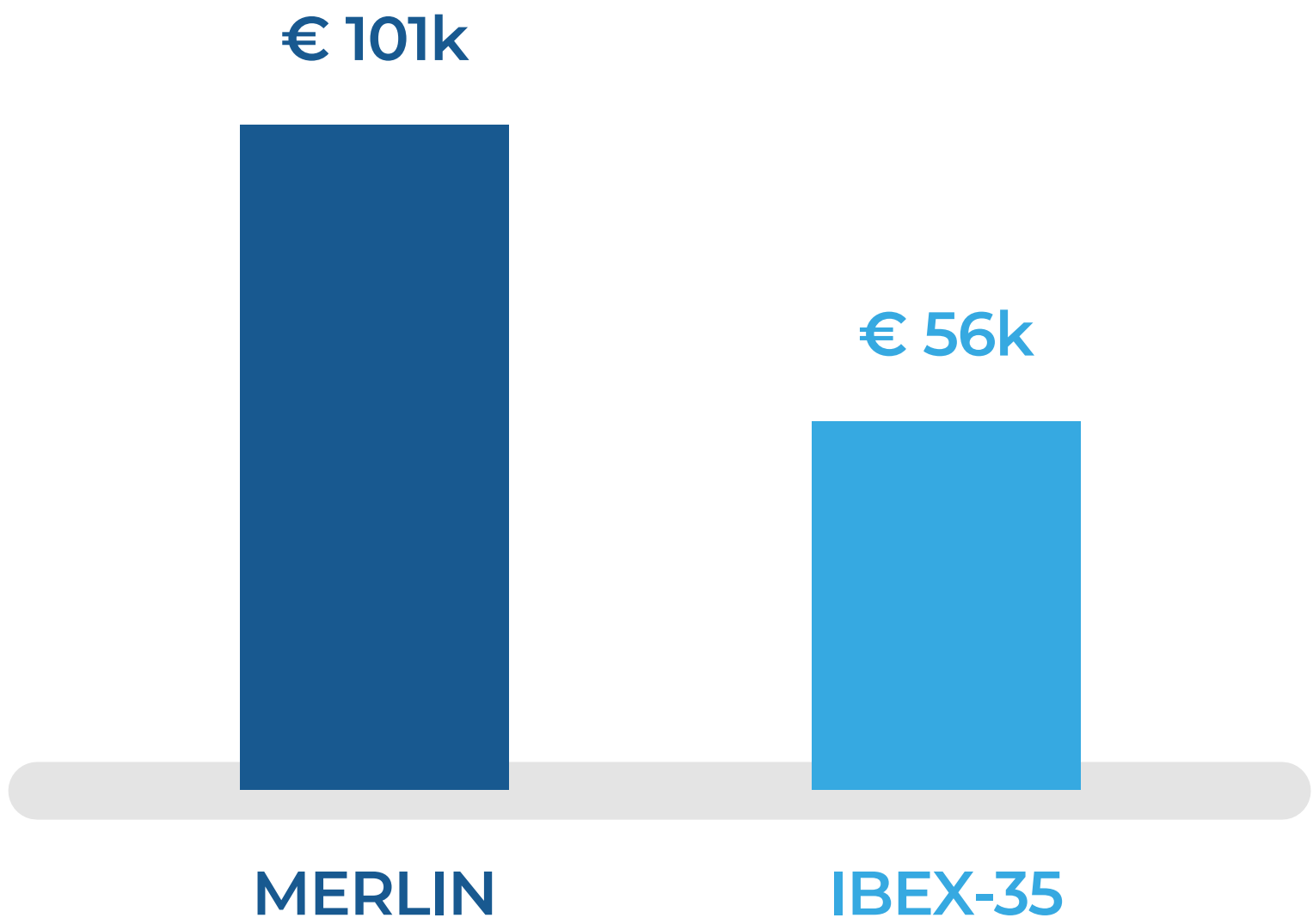
A modern, bright interior space with white walls and a polished, reflective floor. In the foreground, there are two wooden chairs with a geometric design and a small white circular table with a vase of flowers. In the background, there is a large window with multiple panes and a wooden frame. The ceiling has exposed wooden beams. The overall atmosphere is clean and contemporary.

CONSULTATIVE ASSESSMENT OF THE ANNUAL REMUNERATION REPORT

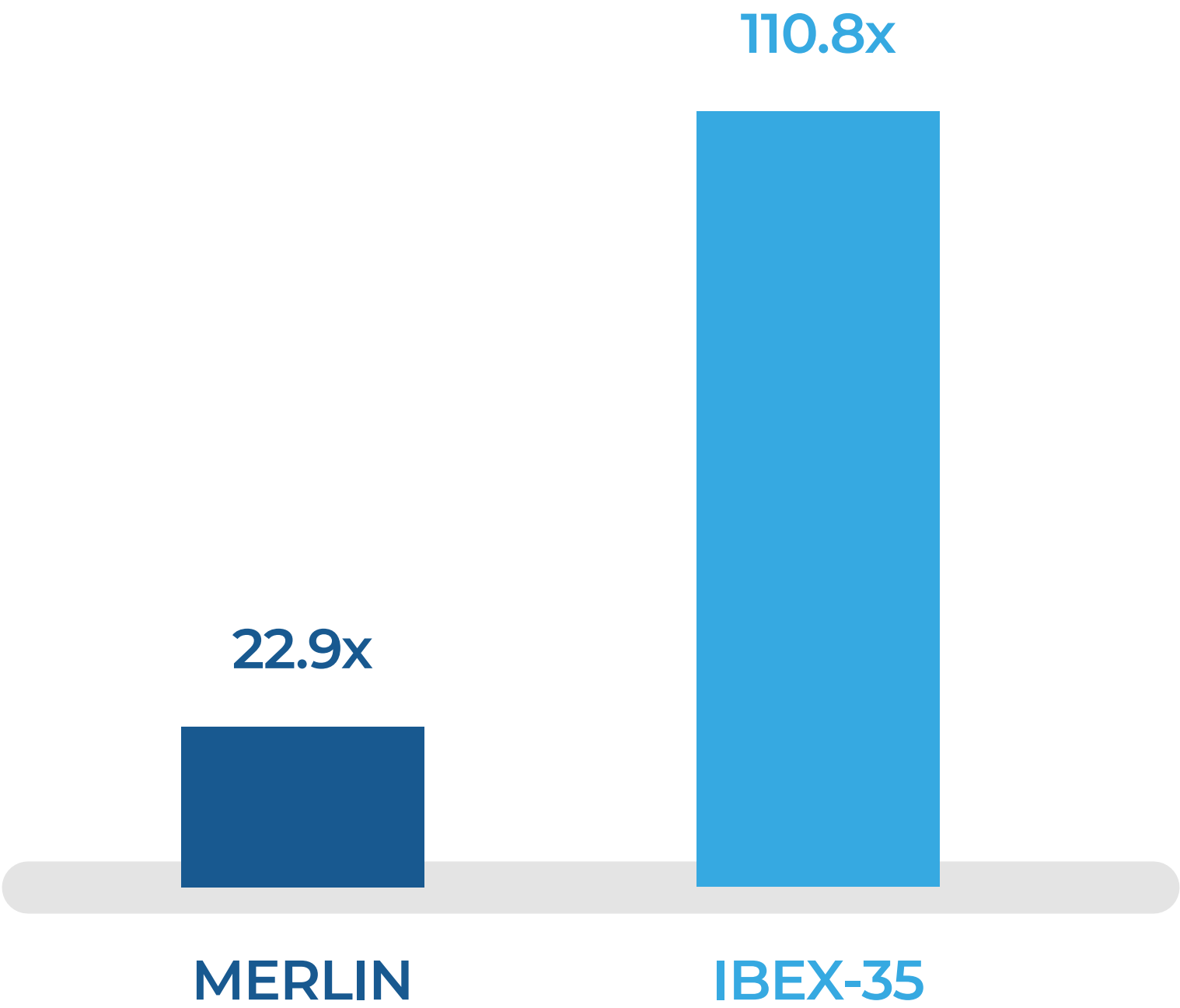
Agenda items | 5 |



Average salary per employee in 2023
excluding first executive (CEO)



Salary gap
First executive / Average employee



One of the highest average salary among IBEX-35

Variable compensation represents **52%**
of total compensation

All employees receive a bonus in cash



OTHER PROPOSALS

Agenda items | 6 | 7 | 8 |



#6

**Amendment
of the bylaws:**
Elimination of Chairman
casting vote

#7

Reduction to 15 days
of the notice period
for convening EGM

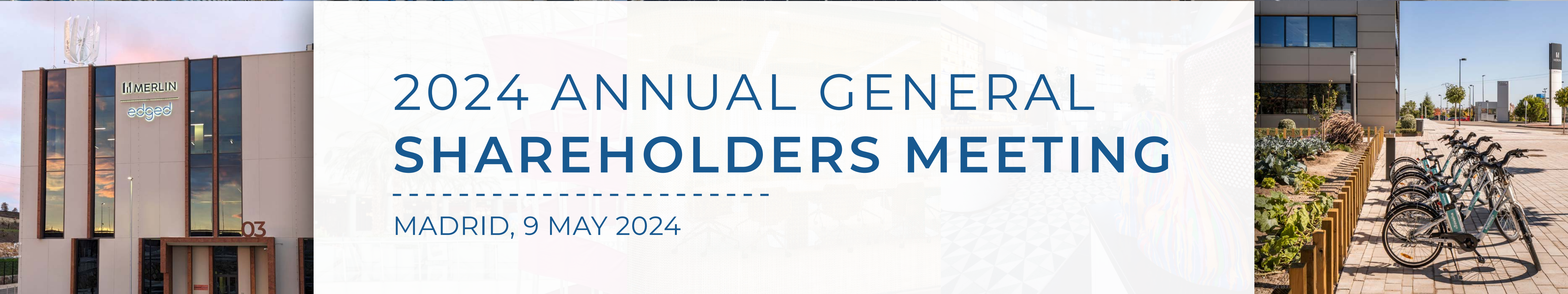
#8

Delegation of faculties
to the BoD to implement
measures adopted by
2024 AGM



2024 ANNUAL GENERAL SHAREHOLDERS MEETING

MADRID, 9 MAY 2024



MERLIN
PROPERTIES